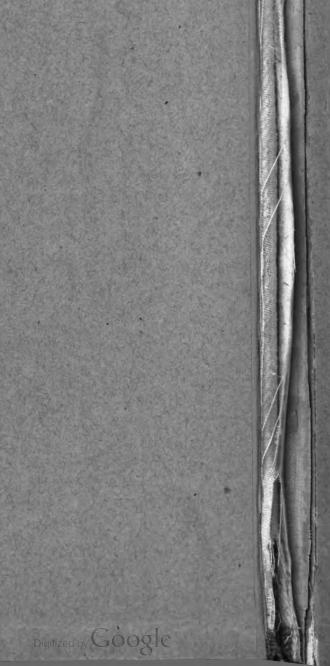


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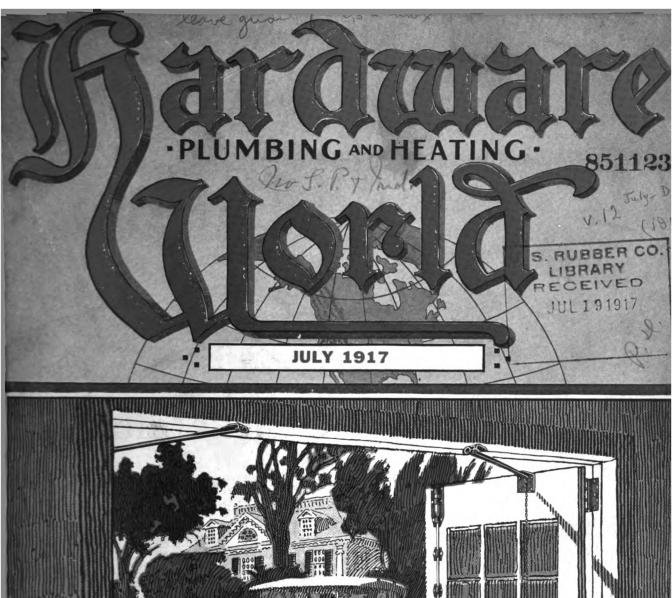
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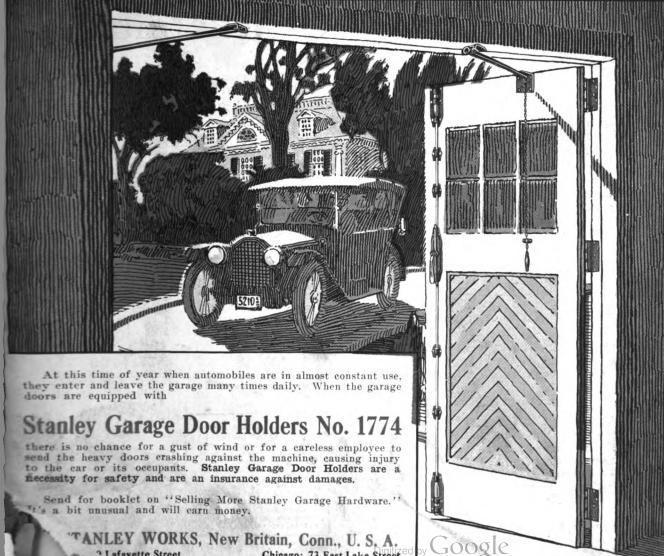




Hardware ANN

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Chicago: 73 East Lake Street

<sup>2</sup> Lafayette Street



## The easy way to make money

#### How thousands of retailers are doubling their sales of automobile lubricating oil this year

From all parts of the United States—especially from the Pacific Coast—we are receiving thousands of reports on sales.

All retailers handling Veedol say their sales of lubricating oil are growing by leaps and bounds.

"Sales trebled"-"Now ordering by the carload"-"Sales of first four months more than all 1916 business"—etc., etc. That is the way Veedol dealers talk.

Others are doubling their oil sales with little effort. You can do it too.

The easy way to make money is to sell the goods that sell themselves.

There's nothing you can sell any easier than you will sell Veedol. Big volume—Good profits-A-1 cooperation-A line that adds to your prestige-The greatest advertising campaign in the history of automobile lubricants-These are some of the advantages of the Veedol proposition.

#### Advertised to 27,352,000 readers

Throughout 1917 Veedol is being advertised in the big national magazines and in the most important farm papers. The circulation of these publications is 7,088,000. That means that 27,352,000 readers see the Veedol advertisement.

Last year, with a smaller advertising campaign, the sales of Veedol were trebled and dealers made phenomenal profits. This year's record will be even more wonderful.

#### Veedol reduces sediment 86%

The two bottles show why Veedol is superior to all ordinary oils. Both bottles contain samples of oil taken after 500 miles of running. Notice that ordinary oil in the lefthand bottle contains fully seven times as much sediment as Veedol in the righthand bottle.

This sediment in ordinary oil is the greatest cause of friction and wear in automobile engines. Veedol reduces sediment by 86%.

Veedol is unlike ordinary oil because it is made by the Faulkner Process—a discovery controlled exclusively by the Platt & Washburn Company.

Motorists everywhere are now using Veedol and telling their friends about it.

#### Write for name of nearest Veedol jobber

Applications for Veedol should be placed at once to insure prompt delivery. Write our nearest office for name of jobbers located near you.

Send today for the 1917 Veedol proposition. Begin now to get the extra profits from this wonderful

#### lubricant. PLATT&WASHBURN REFINING COMPANY Monadnock Building, San Francisco, Cal.

Main Office: New York City Branches in Boston, Chicago, Philadelphia

#### Two other fast sellers-

Two other fast sellers—
The demand for Veedol greases is increasing rapidly. They have the same high quality as Veedol. There is a special Veedol grease for every purpose. Keal is a new soap for automobiles, made of pure potash. More motorists are learning every day that it preserves lustre and does not injure varnish.

not injure varnish.



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### ORDER TODAY

FOR FUTURE SHIPMENT



## SIMMONS HARDWARE CO.

box.

ST. LOUIS

**NEW YORK** 





## The Union Fork & Hoe Co.

Manufacturers of a Complete Line of High Grade

# Forks, Hoes, Rakes and Hooks

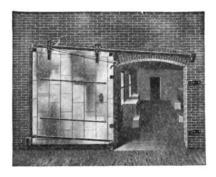
General Offices
COLUMBUS, OHIO

Factories
FRANKFORT, NEW YORK
COLUMBUS, OHIO

"They're Just Right — Strong But Light"







## Add to Your Profit and Reputation

Factories, machine shops, warehouses, garages, office buildings, freight houses and other large buildings in your community need



## Automatic Fire Door Hardware



Inspected and labeled under direction of the Underwriters Laboratories (Inc.).

Confines fires to small area.

Reduces cost of fire insurance.

The demand is strong for efficient fire door hardware. The R-W line of fire door hardware covers every condition under which automatic fire doors are installed. Make the most of your opportunity. We will help with literature, suggestions, plans and special engineering service.



Write for interesting catalog, "Richards-Wilcox Fire Door Hardware."

## Richards-Wilcox Manufacturing @

SAN FRANCISCO LOS ANGELES NEW YORK AURORA, ILLINOIS, U.S.A.

Richards-Wilcox Canadian Co.Ltd.London, Ont.
"A hanger for any door that slides"

PHILADELPHIA MINNEAPOLIS BOSTON STLOUIS

# DETROIT

AUTOMATIC HARDWARE SCALE



Detroit Automatic Scale Company

**STRENGTH** 

**SERVICE** 



## Malleable Iron Castings

Harness Hardware



Automobile Accessories

The American Standard



Always Up-to-date



## The EBERHARD MANUFACTURING COMPANY

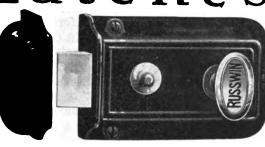
CLEVELAND

OHIO



Night Latches







of the home at night is assured when

### Russwin

Cylinder Night Latches

Guard the Doors

Owners and builders specify this night latch because of its durable construction, strong and never-failing operation. Those who know "Russwin" quality prefer this night latch to any other.

Are you prepared to meet this demand?

RUSSELL & ERWIN MFG. CO.

The American Hardware Corporation Success

New Britain, Conn.

New York

San Francisco

Chicago

London, Eng.

## H()EN

## Horse and Mule Shoes and Bull Dog Toe Calks

### BEST

PHOENIX SHOES ARE KEPT IN STOCK BY THE FOLLOWING HOUSES

PACIFIC HARDWARE & STEEL COMPANY San Francisco, California,

WATERHOUSE & LESTER COMPANY

San Francisco, California, Etc.

PERCIVAL IRON COMPANY

Los Angeles, California.

NORTHWESTERN HDW. & STEEL CO. Portland, Oregon.

J. E. HASELTINE & CO.

Portland, Oregon.

WEST COAST WAGON CO., Tacoma, Wash. GRAY BROTHERS, Seattle, Wash.

HOLLEY-MASON HARDWARE COMPANY

Spokane, Washington.

SCOVEL IRON STORE COMPANY San Francisco, California,

TAYLOR-SPOTSWOOD HARDWARE CO.

San Francisco, California,

SPOTSWOOD-HELFER COMPANY

San Francisco, California.

NORTHROP HARDWARE CO.

Boise, Idaho.

SALT LAKE HARDWARE COMPANY Salt Lake City, Utah.

GEO. A. LOWE CO., Ogden, Utah.

MANUFACTURED BY

### PHOENIX HORSE SHOE CO.

Largest Horse Shoe Manufacturers in the World

CHICAGO, ILL

ROLLING MILLS AND FACTORIES —— JOLIET, ILL., POUGHKEEPSIE, NEW YORK





## Chain



## That Brings the Customer Back for More

There's a satisfied customer in the instance of every sale. Moreover, there's a steady stream of profit for you in the handling of

## Bulldog, Samson, Hodell Chain For All Purposes

Sold in lengths cut to order—100 ft. cartons, 250 ft. reels, 500 lb. Kegs or made up in Halters, Dog Leads, Cow Ties. Porch Swing and Hammock Chains.

Let us send you samples and details of our dealer co-operation

Write Dept. H. W.





#### Pacific Coast Offices

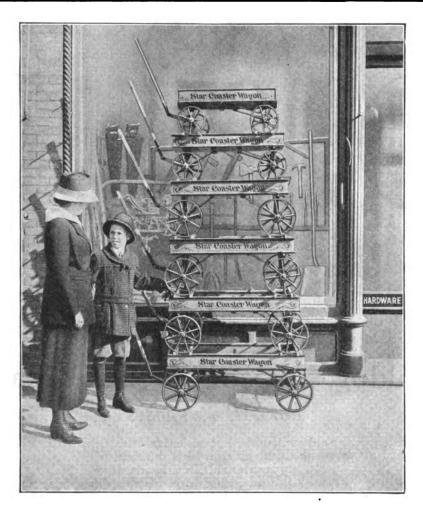
W. B. Wilson 66 Eighth St. San Francisco, Cal. Sands & Cox 207 San Fernando Bld. Los Angeles, Cal.

Strimple & Cox 1127 Smith Bldg. Seattle, Wash.









## STRENGTH and APPEARANCE

The appearance of STAR and Overland Wagons sells them on sight. Clear, clean, white ash boxes finished with two fine coats of implement coach varnish, covered on the bottom as well as on the sides—an honest job of finishing. Artistically striped, scrolled and stenciled.

This, because we realize that "Looks" make the first sale and our quality shows at a glance or on minute inspection.

But while "looks" may make the first sale, "Durability" is what makes the repeat orders. And from a "wear" standpoint, our wagons have no equal. The rim of the wheels is pressed around the spokes, making it impossible for them to loosen. An all-steel construction below the box includes a brace for the front axle.

The full roller bearing wheels make our wagons an easy pull for the small child. In our construction are embodied all modern improvements and many exclusive features which make Hunt, Helm, Ferris & Co. wagons the most satisfactory on the market to-day.

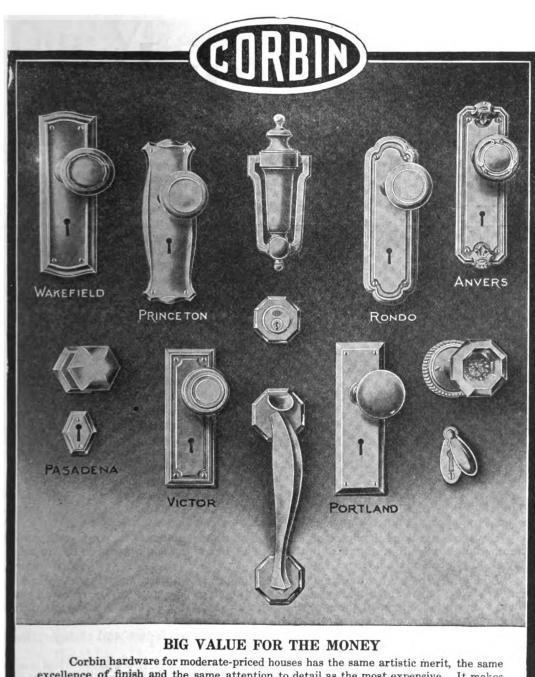
Write for our catalog-it gives you complete information about these wagons. It's FREE.

#### HUNT, HELM, FERRIS & CO.

66 Hunt Street, Harvard, Illinois

Morse Hdwe. Co., Bellingham, Wash.
Pacific Hdwe. & Steel Co., San Francisco, Cal.
Jensen, King & Byrd Co., Spokane, Wash.
Henry Mohr Hdwe. Co., Tacoma, Wash.

Honeyman Hdwe. Co., Portland, Oregon. Seattle Hdw. Co., Seattle, Wash. Holley, Mason Hdw. Co., Spokane, Wash



excellence of finish and the same attention to detail as the most expensive. It makes the use of poor hardware inexcusable. Ask your hardware dealer or write us for particulars.

#### P. & F. CORBIN

The American Hardware Corporation Successor

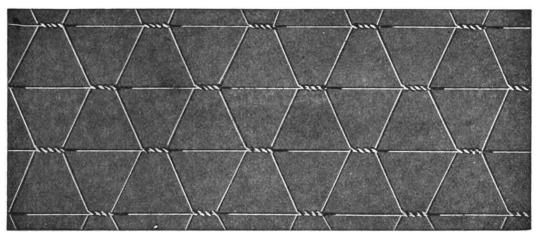
NEW BRITAIN, CONN.

NEW YORK

**CHICAGO** 

PHILADELPHIA

# Ideal Poultry and Rabbit Fence



Is a Fence and Not a Netting

The horizontal wires in the Ideal Fence make it possible to stretch it perfectly, and FEWER POSTS ARE NEEDED and NO TOP OR BOTTOM RAIL. Posts may be set a rod apart, and if the fence is well stretched it will be strong and effective.

Hexagon mesh poultry netting is good and has many uses, but it cannot be stretched without pulling together in the middle, hence top and bottom rails are necessary and the posts must be close together.

Like all fences the heavier the wire the longer it will last, so we recommend the heavier styles; but for many purposes, like protecting a young orchard or vineyard where a cheap fence is good enough, the No. 20 will do the work effectively and is less expensive when erected than any other fence or netting with the same size of mesh.

For permanent poultry yards the heavier styles are better and cheaper, life of fence considered.

In all weights and styles the horizontal wires are two inches apart. The size of mesh is governed by the spacing of the mesh wires. Every style has a cabled selvage both top and bottom.

## AMERICAN STEEL & WIRE COMPANY United States Steel Products Company

SELLING AGENTS

Sau Francisco

Los Angeles

Portland

Seattle

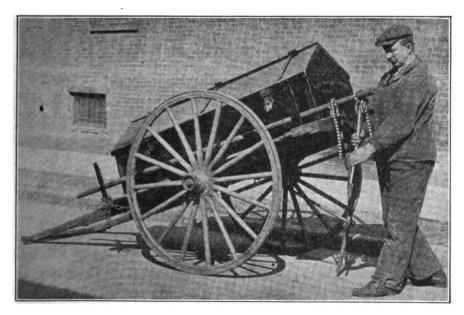
Awarded the Grand Prize at the Panama-Pacific Exposition.

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## Our Vise Campaign Is On!

YOUR LOCAL GAS COMPANY WILL SOON BUY

## WILLIAMS' "VULCAN" CHAIN PIPE VISES



"Vulcan" No. 2 long ago won favor on every one of the Brooklyn Union Gas Co's 41 service carts

All the principal national gas journals will now emphasize the exceptional value of "Vulcans" in gas line installations. The message brings opportunity to all dealers who will follow the trail that many of America's leading gas companies have blazed before them.



## GOODELL PRATT 1500 GOOD TOOLS



The man who pays thousands of dollars for a good automobile will not try to save pennies in buying tools to keep it in repair. He knows that good tools are but a fitting complement for a high grade motor car; and he also knows, Goodell-

> Your accessory department is not complete without

**Bearing Scrapers Brass Hammers** 

Circular Glass Cutters **Combination Pliers Cotter Pin Pullers** Hack Saws **Hand Drills** 

**Motor Sets Rim Wrenches Screw Drivers** Thickness Gauges **Valve Grinders Washer Cutters Wrenches** 

WE MAKE THEM!

**Goodell-Pratt Company** 

Toolsmiths

Greenfield, Mass., U. S. A.

## Sell the stumping powders that do better work

#### Farmers say:

#### **Used Tons**

"I used about eleven tons of your Giant Stumping and Eureka Stumping Powder last year. The stumps re-Powder last year. The stumps re-moved were from eighteen inches to five feet in diameter and we had the very best of satisfaction with both grades of stumping powder we purchased from you.

H. F. SAMUELS, Spokane, Wash.

#### Requires No Thawing

"I can strongly recommend your Giant Eureka Stumping Powder, as I have had better results from it than from any other powder I have used. It has no sickening fumes and requires no A. E. Adkins, Woodbury, Ore. thawing."

#### Wide Breaking Powder

"Eureka Stumping Powder has a wide breaking power and less fumes and gases to contend with after being exploded than any other powder.

G. L. METZGER,

Hillsdale, Ore.

#### Wants to Get Rid of Other Brand

"I bought five boxes of Eureka Stumping Powder and now I want to sell a lot of other powder that I have. The other powder makes me terribly sick when I try to use it, while Eureka does not give me the least sign of sickness or headache."

RUDOLPH STADELI, Russellville, Ore.

#### Best He Has Used

"Eureka shoots the roots and spreads wide in the ground instead of going down. It is the best powder we going down.

G. S. McCartney, Russellville, Ore.

#### Used All; Prefers Eureka

"I have used practically every powder on the market and I find there is more strength in Eureka than in any other."

J. L. EIDSON, Silverton, Ore.

Thousands of farmers in every Pacific Coast State use Giant Farm Powders exclusively. Many of them have tried other makes but have found that the Giant brands give them better results at lower cost. Read the letters from some of these farmers and you will see why merchants who sell Giant Farm Powders are selling them in larger volume every season.

Your trade will prefer



because they are made in the West especially to suit Western conditions. They are the only genuine "giant powders." They are made in two brands, Eureka Stumping, a money-saving, lowfreezing explosive, and Giant Stumping, the pioneer western farm powder. They are the product of the oldest manufacturer of high explosives in the United States.

#### If you want more profit

from your business in explosives, we will help you to get it. We will supply you with valuable books on stump blasting, tree planting, subsoiling and ditch blast-

ing, to give to your trade. We will send you the names of farmers who write us as a result of our extensive advertising in 18 farm papers and many large newspapers reaching 590,000 farmers each issue. We will furnish free fence signs, store signs, newspaper electrotypes, etc.

Our book, "Helping the Retailer Sell Giant Farm Powder," tells how we co-operate with the hardware trade. You will find it well Mail this worth sending for. Write to-day. The coupon now coupon will bring it quickly.

The Giant Powder Co., Con., San Francisco 227 First National Bank Bldg.							
Send your book, "Helping the Retailer Sell Giant Powders."							
Firm Name							
Address							
Buyer's Name							

HEAVY CHUCK, HARD JAWS

## The Bridgeport Hdw. Mfg. Corp.

Bridgeport, Conn.

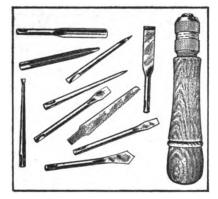
NO. 30 MATCHLESS ADJUSTABLE HACK SAW FRAME



Nickeled and Buffed, Rubberoid Handle, packed one in a box with 10-in. Hard Blade.

List Price, \$12.00 Dozen.

No. 200—7½ inch. COCOBOLO HOLLOW HANDLE TOOL SET



4·IN.

HAND

POLISHEI

List Price, \$15.00 Dozen.

## THE LITTLE WONDER Midget Screwdriver

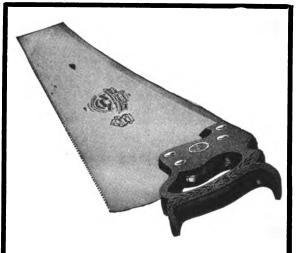
A practical high grade little tool. Made just as carefully as the large Drivers. Packed on a very attractive red and gold card.

THE "FASTEST SELLER" OF THE YEAR
No. 42 Assortment

Four 11/4 Inch-Four 2 Inch-Four 3 Inch



C. W. GAUSE CO., Sales Agents 693 Mission St., San Francisco.



#### LAY ONE OF THEM OUT ON YOUR COUNTER

Do this the next time a Carpenter comes into your store to buy a saw. Take from your shelf several different styles of saws. Among them, place on your counter one of the famous

### SIMONDS HAND SAWS

It will almost sell itself. The Carpenter will be pleased by its excellent appearance. He will understand its quality, and you can guarantee that there is absolutely no defect about this saw. Tell your customer that he can have his money back any time he is not entirely satisfied with a Simonds Saw. But, you need not expect him back because he will be satisfied and you will have made a good sale at a good profit, with the result that the pleased customer will be inclined to return again to your store. If you want catalog and discounts on Simonds Hand Saws, write to any office mentioned below.

## Simonds Manufacturing Co.

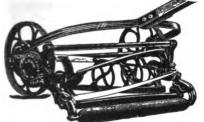
San Francisco, Cal. Portland, Ore. Vancouver, B. C. Seattle, Wash.

#### ONLY GENUINE

#### "PHILA ELPHIA'

#### LAWN MOWERS HAVE

Vanadium Crucible Steel Blades. The Master Alloy and Toughest Steel Known. Originators of the First Side Wheel Lawn Mower in 1869. Nearly a half century, doing ONE THING WELL. Bearings bored with rifle barrel accuracy. The Standard by which other makes are measured.



Styles "Graham" and "A," All-Steel. Practically Indestructible.

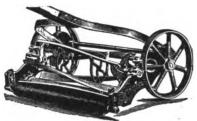
Our List Prices on Mowers and extra parts remain the same as they have been for the past twenty years.

The Most Complete, Reliable and Efficient

HAND,

HORSE and MOTOR

Lawn Mowers Manufactured.



Style "E" Vanadium Crucible Steel Blades

#### STYLES

'GRAHAM'' All-Steel 10" Wheels, 4 blades. 10" Wheels, 4 black. A'' All-Steel 10" Wheels, 4 Blades.
"E" Removable Box

Caps 10" Wheels,
4 Blades.
"K" Plain or Roller
Bearings 10" Wheels,

5 Blades.

'ALL DAY'' High Wheel, 4 Blades, "UNIVERSITY" 4

Blades, 9" Wheels. Roller Bearing, 9"

Wheels, 4 Blades. "OVERBROOK"

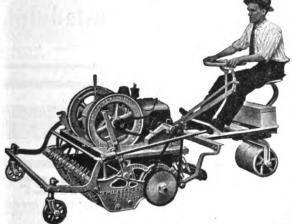
Roller Bearing 8" Wheels, 4 Blades. "GOLF" 6 or 8 Blades. "EAGLE" Flexible Frame Horse Mower

Are incomparable in style, durability and results.



Style "K" 5 Blades, Plain or Roller Bearings. Philadelphia Roller Bearings possess
many advantages over old style

San Francisco Selling
Agents ball bearings.



40" Cut Riding Type, wt. 1600 lbs. 40"Cut Walking Type, wt. 1300 lbs. 30" Cut Walking Type, wt. 900 lbs. Flexible Frame, Chain Driven. Rollers Have Differential Gears. Cuts 1 to 11/2 acres per hour.

Guaranteed Against All Imperfections in Workmanship and Materials.

Send for 1917 Catalog

HAVEN & HAVEN

**508 Mission Street** San Francisco, Cal.



We employ the H I G H E S T



Improved "Eagle" Horse Power Mower. Flexible Frame. 30", 35" and 40" Cut.

THE PHILADELPHIA LAWN MOWER CO. 31st AND CHRSTNUT. STREETS



These logs will be sawn into boards in our own mill, and stacked to season for 3 years before using

Carload After Carload of Lumber Is Required for

#### DISSTON

#### Hand-Saw Handles

Lumber, almost by the trainload, is used in the manufacture of handles alone for Disston Hand Saws. Only a portion of the Disston lumber yard is shown in the illustration and only one kind of wood, apple. Carloads of this wood are coming in almost continuously. This gives some idea of the scale of production of Disston Hand Saws; and it pays to specialize in the popular brand.

Henry Disston & Sons, Inc.



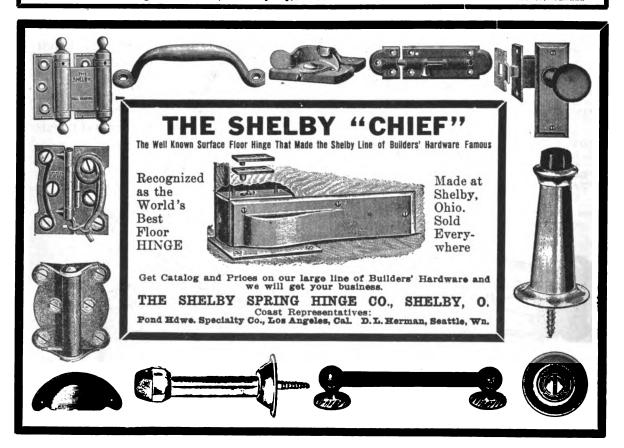
Philadelphia, U. S. A.

Branch Houses: Chicago Bangor

Boston San Francisco Cincinnati Vancouver, B. C. Sydney, Australia

New Orleans

Memphis Portland, Ore. Seattle Canadian Works: Toronto, Canada



## CAST IRON SOIL PIPE

SHORT TALKS No. - - -

A Comparison of Drainage Pipe

Wrought Pipe (wrought iron and steel) has a short life of eight to twenty years in house drainage systems.

> Wrought Pipe Vent Failed in 10 Years



Cast Iron Soil Pipe as good as new after 80 years service.



CAST IRON SOIL PIPE has a life of centuries and will last longer than any building.



SEND to any one—or all of the above independent soil pipe makers for specifications and illustrated literature.

SHORT TALK NO. 3—"The Architects' Choice"

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#### **EAVES TROUGH** AND CONDUCTOR PIPE

aves Trough: Slip Joint Single Bead; L and Slip Joint Double Bead "Angle-Edge" not sag."

Conductor Pipe: Round, Plain Square, Round Corrugated and Square Cor-All styles Elbows and Shoes, Fittings, Etc.

Manage of the same of the same

LL Corco Eaves Trough, Conductor Pipe and Fittings are furnished in Galvanized Steel, A Terne Plate, Iron or Copper. They are made from full weight prime stock and formed on specially designed and constructed machinery.

Materials used are the same that have made Corco Sheets and Formed Roofings the "standby" of trade and consumer for a quarter-century.

Stocks are carried at all warehouses. Write nearest address for prices and catalog. The Corco Line of sheet metal products consists of hundreds of items for fire-safe building and household utility.

#### Whitaker-Glessner Company WHEELING CORRUGATING DEPT.

Wheeling, W. Va.

Chicago

Branch Offices and Stores: Kansas City Richmond Chicago Chattanooga Philadelphia

Closed

#### Pop Up-Automatic Lawn Sprinkler In Operation On the Grounds of the

#### UTAH STATE CAPITOL BUILDING

Can be regulated for any spray from a fine mist to a very Made for half inch connections. Has coarse stream. 25'-0" distribution with 75 pounds pressure. Made of non-corosive metals. Has but three parts, nothing to wear out. Flush with ground when not in use, made to cover one half circle or full circle. Write for samplebooklet and prices. For Sale by

W. D. ALLEN MFG. CO., Chicago, Ill. PITTSBURG VALVE & FITTING CO., Barberton, Ohio.

> AUTOMATIC LAWN SPRINKLER CO. Salt Lake City, Utah



Open

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W N S P R Ι N K

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## Stanley Tools







## Stanley "EVERLASTING" Chisels

STRONGEST — FASTEST — MOST DURABLE CHISELS MANUFACTURED.

Blade, Shank and Head One Piece of Steel. Exceptionally Well Made and Highly Finished.

#### May be Had Singly or in Sets

Packed in Canvas Rolls or Fancy Hardwood Boxes

Made in all Standard Sizes

Special Circular Upon Request

STANLEY RULE & LEVEL CO. New Britain, Conn. U.S.A.

## Easy Boring—Easy Selling ... BITS ...

To make a product right is only one of the functions of the modern company. After the product is made as correctly and efficiently as possible the next step is its proper marketing or merchandising.

Every

## LEBANON

### "Z" Twist Auger Bit

is built right and we want you to know and feel we are selling it in the right way. The success of a bit's sale is not complete until the bit has demonstrated that it is exactly what the buyer should have. The rapidly increasing sales and resales of Lebanon Bits proves that they are what the bit user wants.

Lebanon Bits never clog. They are made of special analysis steel and are high speed.

Are you going to be the dealer or jobber representing this company in your territory?

## THE LEBANON MACHINE CO.

Son Francisco Distributors Dunham, Carrigan &

Havden Co.



Salt Lake City Representatives E. C. Coffin Co.

89.22



## Approximate Weight and Strength of Clover Leaf Manila Rope



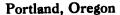
Diam. in Inches	Circumference in Inches	No. One F	Ft. in Cound In.	Length of Coil in Fathoms	Wt. of Coil in Pounds	Estimated Breaking St. in Pounds. Not Guarantee
3-16	6th fine	80	0	335	25	400
1-4	6th	55	2	415	50	620
5-16	9th	33	4	300	50	1,000
3-8	12th	26	8	220	50	1,275
7-16	11/4	19	0	200	65	1,875
1-2	11/4	13	2	165	75	2,400
9-16	1%	10 1	l 1	135	76	3,300
5-8	2	8	1	185	100	4,000
3-4	2 1/4	6	6	135	127	4,700
13-16	2 1/2	5	5	135	153	5,600
7-8	2 %	· 4	7	135	180	6.500
1	3	3	9	125	204	7.500
1 1-16	3 1/4	3	3	125	238	8,900
1 1-8	31/2	2	9	125	271	10,500
1 1-4	3 %	2	4	125	317	12,500
1 3-8	4	2	1	125	362	14,000
1 1-2	4 1/4	1	8	125	453	17,000
15-8	5	1	4	125	566	20,000
1 3-4	5 <del>1/</del> 2	1	2	125	632	25,000
2	6		11.3	125	815	30,000
	,					

Cut this page out and place it on a card near your Rope Counter as a ready reference for feet or inches in one pound of any size. Also gives number of feet in a coil and estimated breaking strength on a straight pull.



Manufactured by

#### The PORTLAND CORDAGE CO.



Seattle, Washington



## GARDEN HOSE

THE
BRANDS
OF
GARDEN
HOSE
WHICH
INSURE
QUALITY







INSIST
UPON
THESE
BRANDS
AND YOU
GET
THE
BEST

WRITE FOR CATALOGUE AND PRICES

### GOODYEAR RUBBER COMPANY

R. H. PEASE, Prest. J. A. SHEPPAED, Vice-Prest.

Nos. 587, 589, 591 Market St. and Second St.

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Nos. 61, 63, 65, 67 Pourth St. & Pine St.

PORTLAND, OREGON

GOODS SOLD TO THE TRADE ONLY



## Keep Your Store Cool

Just an ordinary electric fan will not ventilate. Real ventilation means to replace bad air with good.

Hot, stuffy, stagnant air—air that is full of fumes, steam or dust must be removed—and often—to keep the efficiency of your clerks up

## IFFA Electric Disc Fans

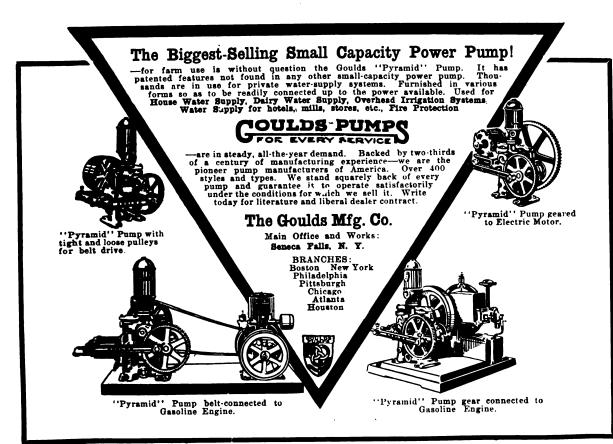
can be placed in an opening in any wall or win-

dow.

They positively make a complete change of air every few minutes.

You get fresh air and continuous circulation. Put your problem up to us—we'll recommend the proper equipment—but be sure to write for Bulletin 262-37.

**Buffalo Forge Company** BUFFALO, N. Y.



PRICE is what you pay for a thing when you get it. You pay it once.

COST is what you have paid for a thing when you have finished with it. It includes original price, running expenses, repairs, depreciation trouble, loss of time, loss of service.

**VALUE** is what you get out of a thing while you have it. It is measured by economy of operation, freedom from repairs and trouble, constant service and length of life.



Offers rope-VALUE far in excess of its PRICE or COST. Order COLUMBIAN from your jobber and supply your trade with satisfaction-giving ROPE.

Send for our booklet "How to Order Rope and Twine."

#### COLUMBIAN ROPE COMPANY

1460-90 Genesee Street

AUBURN--"The Cordage City"-NEW YORK

Branches:-New York, Chicago, Boston

## PORTER'S New Easy Bolt Clippers



Are you handling the

#### 10-in. and 14-in. O.K. Cutters?

If not, my Pacific Coast representatives will tell you why you should.

Address

CMEB JOX 504 Underwood Bldg., San Francisco, Cal.

STRIMPLE & COX 1402 L. C. Smith Bldg., Seattle, Washington.

SANDS & COX 207 San Fernando .bldg., Los Angeles, Cal.

#### H. K. PORTER

Bolt Clipper Specialist

6 ASHLAND STREET, EVERETT, MASS.

## The "PONY"

Is the very best Hand Machine that money can buy, for setting Tubular or Bifurcated Rivets



IT'S GUARANTEED SOLD BY JOBBERS EVERYWHERE

Made by

F. H. SMITH MFG. CO.

CHICAGO, U. S. A.



F you have stocked any of the "PENNSYLVANIA" Quality Brands, we want to help you sell them and maintain profits.

We are advertising extensively, for our joint benefit, in the magazines of large, general circulation.

What you need, to help secure the most good from this campaign, is a large lithographed hanger, counter literature, booklets, window cards, etc.



for this mark on the handle of all "PENNSYLVANIA" Quality Mowers.

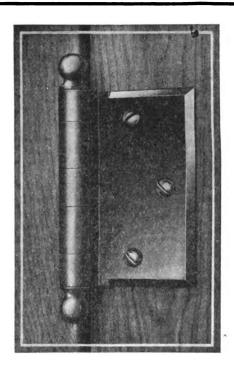
- "Pennsylvania"
- "Great American"
  "Continental"
- "Pennsylvania Jr."
- "Hennsylvania Jr."
  "Keystone"
  "Shock Absorber"
  "Golf"
  "Putting Green"
  "Horse"
  "Pon y"
  "Undercut Trimmer"
  "Braun Grass
  Catcher"

- Catcher'
- 'Lawn Cleaner'

All retailers are entitled to these trade helps without charge, but in many cases we have no means of knowing who have our brands in stock, except as they write and tell us.

Therefore, if you have any of the "PENNSYLVANIA" Quality Brands (not necessarily the "PENNSYLVANIA" Mower only), you will receive, charges prepaid, a free pack-age of helpful adver-tising matter if you will drop us a line stating which brands you carry.





#### McKINNEY Wrought Steel Half Mortise Butt No. 2745

In hanging doors with these half-mortise butts the carpenter mortises the jamb only, as the ornamental, beveled-edge leaf is attached to the surface of the door. This saving in time and labor appeals strongly to the contractor and builder.

These butts can be made reversible by simply unscrewing the slotted tip at the bottom, reversing the pin, and inserting the tip in the opposite end. Furnished in any finish with the necessary screws.

You'll find the McKinney Half-Mortise No. 2745 a profitable addition to your builders' hardware stock. Why not send in your order today?

McKINNEY MFG. CO. Pittsburgh, Penna.

JOHN H. GRAHAM & CO., 268 Market Street San Francisco, Cal.



### Samson Spot Sash Cord

Extra quality, guaranteed free from all imperfections. Can be distinguished at a glance by the Colored Spots. Specified by architects and builders everywhere.

We manufacture braided cord in all sizes, colors and grades, for all purposes. Carried by all jobbers.

SASH CORD CLOTHES LINES SOLID BRAIDED ROPE

SHADE CORD MASONS' LINES CHALK LINES

Send for catalogue and samples.

## Samson Cordage Works

Boston, Massachusetts



### American Seal Cements

ASBESTOS FURNACE CEMENT will withstand more heat than iron, bakes as hard as the casting itself, and will not crack, shrink, crumble or fall out.

ELASTIC OIL ECOF CEMENT is a superior article in colors for bedding slate and tile roofs and repairing leaks in tin, metal, gravel and composition roofs. Especially adapted for pointing up around skylights and fire walls.

CARBON CEMENT, the peer of all lightweight coments, is made up of long asbestos fibre, and elastic, adhesive waterproof gums. The ideal cement for making an old roof new, using the old roof as a foundation.

T-CO is a waterproofing cement in colors, especially recommended for use on side walls exposed to heavy driving rains, preventing the water from permeating these walls.

Manufactured by

The Wm. Connors Paint Mfg. Co. 1852 TROY, N. Y. 1917

## THE JAMES SWAN COMPANY

SEYMOUR

CONN.

Bits A.ugers



Chisels
Draw Knives



Nail Sets Cimlets

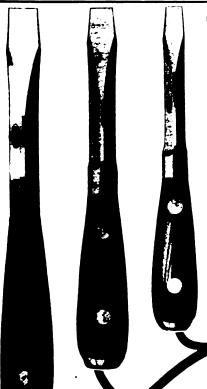


Gouges Screw Drivers

NEW YORK OFFICE. 100 LAFAYETTE STREET

WE WERE AWARDED THE MEDAL OF HONOR ON MECHANICS' TOOLS AT THE PANAMA-PACIFIC EXPOSITION.

SOLD BY THOMSON-DIGGS COMPANY, SACRAMENTO, CAL.



## They're New and They're Pexto

Big! Powerful! Non-Breakable Screw Drivers. When you can't turn these Pexto Screw Drivers by hand put a wrench on the stout square shank and you won't find a screw that will withstand the pressure.

That's just the kind of work they're all three made for. They've got the back bone—a solid drop forging from tip to tip—all one piece with strong wooden handles double riveted on each side.

Like all Pexto Tools they do the task laid out for them and do it well. With the Pexto Quality that needs no introduction to the trade, these new members in the Pexto Family will find ready demand among your customers.

If your jobber can't supply you write us

#### The Peck, Stow & Wilcox Company

Mfrs. Mechanics' Hand Tools, Tinsmiths' and Sheet Metal Workers' Tools and Machines, Builders' and General Hardware.

Southington, Conn.

Cleveland, Ohio

Address all correspondence to 207 W. Center St., Southington, Conn.

PEXTO MECHANICS' HAND TOOLS



### There Is a Difference in Washers





Just as in any other commodity. Our Washers are made of the Best Material and with the utmost care. That's why the largest users of Washers prefer those of our make.

We also make

**Malleable Washers and Cast Iron Washers Wronght and Steel Plate Washers** 

of all descriptions. Round and Square, Plain or Galvanised.

Annealed Rivet Burrs **Fellow Plates** Sheared and Punched Plates

PROMPT SEIPMENTS

Wrought Washer Mfg. Co.

Milwaukee, Wis.

Coast Representatives, EUGESON & MENTON, Inc. San Francisco, Cal.; Los Angeles, Cal.; Fortland, Ore.; Seattle, Wash.; Denver, Colo.

## ONLY DOUBLE ACTING SPRING BUTT HINGES



have the weight have the weight supporting bearings cor-rectly located to liberate the action of the springs, redu-cing breakage and increasing spring and interesting power, preventing unequal wear of the barrels, and giving practically unlimited durability.



Bommer Floor Surface Spring Hinge Has Belease and Holdback Features, Ball Bearing and Alignment Device

The most durable hinge of its type; holds the door open when swung to 90 degrees. The springaction can be entirely released so door will swing

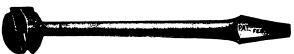


restored by withdrawing the nail.

BOMMER BROTHERS, Mfrs., Brooklyn, N. Y.

## "Forstner" Brace and Machine Bits

For Fine Carpenter, Cabinet and Pattern Work



Specially Adapted for Hardwood Working

The Forstner Labor Saving Auger Bit, unlike other bits, is guided by its Circular Rim instead of its center; consequently it will bore any arc of a circle and can be guided in any direction regardless of grain or knots leaving a true polished surface, boxes, fine and delicate patterns, veneers, screen work, scalloping, fancy scroll twist columns, newels, ribbon moulding and mortising, etc.

Manufactured by THE PROGRESSIVE MFG. CO., Dept. "A," Torrington, Conn. Enquire of your Mardware Dealers o write us direct. Supplied in Sets. Write for Catalogue.



BASY TO GET RID OF THE POCKET GOPHER WITH THE

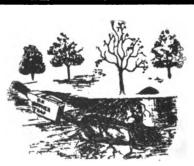
O. K. GOPHER TRAP

SURE TO CATCE & SURE TO HOLD Manufactured by

The Abingdon Trap Co. ABINGDON, ILLINOIS, U. S. A.

FOR SALE BY LEADING JOBBERS THROUGHOUT THE WEST

THE TRAP THAT TAKES THE GO OUT OF GOPHER



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The Highest Grade Coil File Made

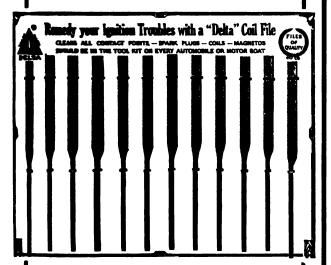


Will Please Your Customers

Needs Only to be Displayed to Make Sale

REMEDY Your IGNITION TROUBLES with a

## **DELTA COIL FILE**



Cleans All Contact Points, Spark Plugs, Coils, Magnetos

> Should be in the Tool Kit on Every Automobile or Motor Boat

High Grade Files for Every Purpose



DELTA FILE WORKS



## ® V

## V&B Hammers

Made with our Non-slip Claw. The claw grips. It never slips. V. & B. Nail Hammers will pull a headless nail through a two-by-four.



Vaughan's Vanadium Nail Hammer is the toughes, strongest Hammer made. Vanadium cleanses the steel and a tool free from impurities is the result.

None genuine without the wax hole in the end of the handle. Retail price, \$1.50 each.

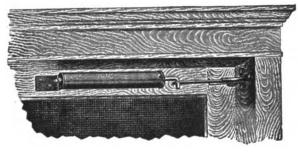
We also manufacture all the standard patterns.

V. & B. Hammers must be right before they leave our factory. There is no guess work. Write for circular, "Facts your salesmen should know about Hammers." Your jobber will be glad to quote you. Our catalogue illustrates 1000 good tools.

Vaughan & Bushnell Mfg. Co.

Makers of fine Tools Chicago.





MADE BY

## SUPERIOR Screen Door Check

The only Check that has the jack knife lever which allows the door to open clear up against the wall without strain on the Check.

It also has a positive plunger and automatic inlet valve for air.

The above features together with the low price makes it the best Check for user, dealer and jobber.

Quickly and easily attached by anyone.

If your jobber can not supply you, write us and we will give you the address of your nearest jobber who handles our Check.

#### SUPERIOR SPRING HINGE COMPANY, 136 West Lake Street, Chicago



### **Revolving Bolt and Screw Cases**

Dealers in Hardware, Auto Supplies, etc., find that time and space are saved by using the Revolving Cases for keeping loose Bolts, Screws and Auto Accessories. Everything is kept right at the clerks' fingers' end. Catalog sent on application. All jobbers handle these cases.

American Bolt & Screw Case Co., Oayton, O.



### **ATLAS**

#### 10 Cent Fly Swatter

This swatter has an extra long handle—10 inches. It is very neatly and securely bound with soft green felt—cannot mar the finest furniture. Especially adapted for parlor or drawing room use. We have made it extra strong and flexible—will outlast any now on the market.

Our 5 cent swatter is the best ever sold for a nickel. It has a triangular fold, permitting the insertion of your ad, if you desire.

Now is the time to place stock orders. We'll gladly quote prices and terms.

## Atlas Mfg. Co.

HUGHSON & MERTON

Pacific Coast Agents

San Francisco Los Angeles
and Portland, Oregon





For Sale by all First-Class Hardware Distributors

### World's Best Tubular Track

Barn, Factory and Warehouse Door Hanger

Frame is made of best grade malleable iron.

Supplementary wheel underneath the track prevents derailment.

The wide bearing of the wheel distributes the weight and makes it the Easiest Running Hanger on the Market.

Finished in fine aluminum bronze and packed one pair in box complete with bolts; one-half dozen pairs in a case.

Our Track has the Slidable Bracket, the feature that has made the World's Best Hangers so popular with the Building Trade. Ask your jobber or write us.

### SAFETY DOOR HANGER CO. Ashland, Ohio, U. S. A.

C. N. & F. W. JONAS, Righto Bidg., San Francisco, Cal., and Equitable Savings Bank Bidg., Los Angelas, Western Representatives.



**Littled 1863** 

Highest Award (Medal of Honor) for FILES and R A S P S, Panama-Pacific International Exposition.

## **Malleable Iron Fittings**

GAS, OIL, STEAM, WATER, Etc.

Made Since 1856 by

### STANLEY G. FLAGG & CO.



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PACIFIC COAST AGENTS

W. H. GILBERT SALES CO.

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AVOID OVERLAND FREIGHT COSTS

**Frequent Canal Shipments Direct** from Philadelphia

Let Us Call and Explain Our Numerous Advantages



## **HOOK RULE**

DISPLAYED

One dozen 6-ft. Spring Joint Wood Rules, fitted with folding end hook attachment, put up in easel display box. Best grade rules with brass finish joints. The hook is just the thing for taking measurements out of arm's reach. The display shows the rules so that every mechanic will see their improved features.

Ask Your Jobber

THE UFKIN RULE CO. MICHIGAN City

SAGINAW,



FOR GARAGES, SHOPS AND FACTORIES.—A simple, practical, efficient hoisting and earrying device for handling heavy objects. Will pay for itself many times over in any garage, shop, factory or store where heavy objects must be handled. With this outfit one man can handle say object weighing up to 700 lbs. Two or three men can move a ton. Outfit consists of the Wagner Self-Cleaning Track, roller-bearing tandem carrier and centre pull triple sheave hoist. Write for prices. Also ask for the Wagner 96 page catalog of Barn Door Hangers, Trolley Tracks, Studding Sockets, Hardware Specialties, Sleds and Non-Tipping Coaster Wagons. WAGNER MPG. CO., DEPT. C, CEDAR FALLS, IOWA.





## "KATZ" Surface Floor Hinges

Are slow acting, with a positive holdback feature, when opened to 90°; will INSURE AGAINST ACCIDENT "KATZ" represents Quality, at closing of door.

Durability and Design.

WADE MARK

A BETTER HINGE with A BETTER PROFIT. Our Catalogue tells the rest.—Write for it to-day.

Main Office-Pactory LAWSON MFG. CO.

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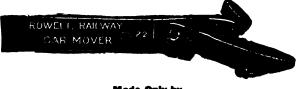
Sold by All Leading Jobbing and Supply Houses SAMSON or ROWELL

Railway Car Mover

ITTLE SWITCH ENGINE

YOUR OWN

PRICE EACH. \$5.00



G. D. ROWELL & SON, Appleton, Wisconsin

### "Easy Emptying" Grass Catchers

"Favorably known the world over now made with

Re-Inforced **Non-Slipping Bottom** 

Rigid Light Durable

Many exclusive patented features and strong selling points explained in Catalog No. 14.

Write for it

Some of Our Pacific Coast Jobbers California Edw. Co.
Pacific Edw. & Steel Co.
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The Thomson-Diggs Dunham, Carrigan & Mayden Co.

The Specialty Mfg. Co. St. Paul, Minn., U. S. A.

### BLAST GATES



We make these Blast Gates ourselves of the best material obtainable and they are absolutely the best and finest gate on the market.

These gates are used for closing pipes, supplying blast to furnaces, forges, boilers, etc.; for use in exhaust or blast pipe systems and various other ways.

Made in a large assortment of sizes.

Also steel and "Armco" ingot iron locked seamed pipe in light and heavy gauges.

Our prices are lowest-get them.

BERGER BROS. CO. 229 - 231 Arch Street, PHILADELPHIA





## J. Dieckmann

Look for This Name

The Trade-Mark of the Better Line of Conductor Elbows and Shoes-Only New Material Used. Made in all angles from 10 to 90 degrees of 29, 28, 26 and 24 Ga. material. Gauge is stamped in each elbow.

All shoes have reinforced bands.

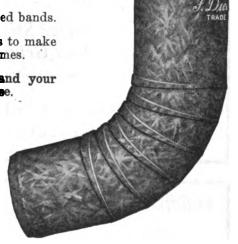
Our facilities enable us to make quick shipments at all times.

Insist on Dieckmann's and your troubles will cease.

The Ferdinand Dieckmann Co.

P. O. Station B. CINCINNATI, OHIO

Western Representative GRIFFITH SALES CO. 314 Sheldon Bldg. SAN FRANCISCO



### BURNT IVORY BRAND Second Growth Hickory Handels

Special attention given orders for

hand made Axe. Pick, Sledge and Hammer Handles.

IVORY HANDLE COMPANY.

Mope, Arkansas

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IVORY HANDLE CO.

Mason's, Electrician's, Plumber's Tool Bags. Automobile, Auger Bit, Punch and Chisel Rolls, Coal Bags, Horse's Feed Bags, Couch Hammocke, Carpenter's Aprons, Grass Catchers and other Specialties.

Send for Catalogue.

**EXCELSIOR BAG** & MFG. CO., Inc.

TROY. N. Y.

#### JOHN A. ROEBLING'S SONS CO OF CALIFORNIA

Manufacturers of

#### WIRE AND INSULATED WIRE WIRE ROPE Galvanised Notting

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Garvannes Metting
Wire Cloth
Glass & Porcelain Insulators
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## Pike Manufacturing Company PIKE, NEW HAMPSHIRE

Announce to the Western Trade the establishment of a new Selling Agency at

711 Mission Street, San Francisco, Cal.

Where a complete stock of

## **Sharpening Stones and Abrasive Specialties**

for every purpose will be carried

'The establishment of this new Selling Agency is in line with the policy of the Pike Mfg. Co.
to render the bist service to their trade in the West.

COMPLETE STOCKS OF

Razor Strops
Tool Grinders

Razor Hones Scythe Stones

are also carried in addition to their full line of Abrasives for other purposes.

PIKE MANUFACTURING COMPANY,

PIKE, N. H.

A. W. PIKE & CO., Selling Agents, 711 Mission St., San Francisco





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We manufacture everything from dependable hand fire extinguishers to large chemical engines and chemical tanks for fire department service. There's good profit in being our agent. We carry the stock. Write us for catalog and special hardware discounts. Manufacturers of Fire Apparatus.

O. J. CHILDS CO., Utica, M. Y.

#### Do You Sell Hose Menders?



Improved Perfect Clinching Hose Menders are fast sellers. Made with seamless brass tubes and heavy galvanised clamps. Also all steal retinned. Every clamp is turned inwardly to grip the hose. Prices right.

Send for our general catalog—to-day.

STUBER & KUCK CO. Peorla, Illinois

New York Office—154 Chambers Street, J. M. Sherwood, Manager San Francisco Office—Rialto Building, William P, Horn, Manager 9

The Parker Line

Wire Goods

ARE KNOWN ALL OVER THE UNITED STATES

They are Standard,
Well Finished, Well Packed
and Sharp Threads

TRY US WITH YOUR NEXT ORDER

7

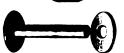
Parker Wire Goods Co.

Worcester, Mass.





## MPSON-RIVETS VARIETIES METALS

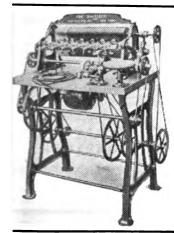


SPECIAL TO ORDER

PROOKLYN, NEW-YORK

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### Hardware Dealers: ATTENTION

Here is a splendid opportunity for building up a profitable side business: sharpening safety razor blades!

#### Hatfield Blade Sharpner

Any safety razor blade—any make—double or single edged—can be honed as keen as when new on this machine. The old-fashioned Jack Razors, Barbers' Clips, Knives, Scissors, Shears, etc.

It's a service every customer will appreciate. Takes little time, little capital; no risk. Profits big. Write for prices at once! 1 Blade, 4 Blade, 6 Blade, 12 Blade.

HYFIELD MFG. CO., 48 Franklin Street, N. Y. City





the moment a garden owner glimpses the brand new features of the "Gilson"—the new combination weeder—caltivator and rake—with its oscillating double-edged blade (which "elips" the weeds and loosens the soil on either stroke) and its long-tined reversible rake—the sale's as (which ''cli

stroke) and its long-times investigated as made.

Comes in four sizes suitable to field, garden, truck patch or flower bed. Affords a liberal profit to the dealer.

For illustrated Oatslog and complete infermation address:

J. E. GILSON CO., Dept. 32, Port Washington, Wis.

#### COLDWELL LAWN MOWERS

CUT WELL RUN WELL WEAR WELL SELL WELL

We manufacture Motor Mowers, both Ride and Walk type; the "Threesome," a triple gang mower; single Horse Mowers, and Hand Mowers in more than 150 different styles and sizes.

Write for full particulars

COLDWELL LAWN MOWER CO. Factory and Offices at Newburgh, New York. Chicago Office, 62 East Lake St., Chicago, Ill.

## **Sell the Coleman "Quick-Lite**'

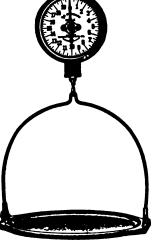
This newest Coleman Lamp is the best seller yet. So simple, economical and safe, that customers buy quickly. Every sale means a liberal profit to you.

#### LIGHTS WITH A MATCH

The Coleman "Quick-Lite" is the most wonderful lamp to handle. No torch needed. Lights with ordinary matches like any plain kerosene lamp. Makes and burns its own gas from common gasoline or kerosene. brilliant, steady light of 300 candle power without glare or flicker—more light 0 old style oil lamps. Can't explode. No danger if tipped over. Very ornamental toren mountaine the value of the control in the value of the control in the contr

THE COLEMAN LAMP COMPANY Wishits, Kans., Bt. Paul, Minn., Toledo, Ohio, Delias, Texas, Ch





Hanging Scale

The U. S. Government purchased 45,000 for post of-fice use. Adapted for household and general use. Moods only to be dis-played to make

No. 200-A. White dial, covered with glass, price each, \$3.00.

No. 200-A-E. En-ameled dial, price each, \$2.75.

Write us for descriptive matter. Order through your jobber

TRINER SCALE & MFG. CO.

2714 W. 21st Street, Chicago, Ill.

WML P. MORN & CO. Pacific Coast Representatives Bialto Bidg., San Francisco, Cal.

LOS ANGELES, CAL. PORTLAND, ORIGON



Tremendous business during the past year has encouraged us to double our advertising. We are now talk-

Auto Wheel Coaster
in the foremost magazines in the country. We are
reaching the best homes—and we are getting better
results than ever.

Sales in these homes develop new accounts for you in many lines besides ours.

Do You Want the Beneft?
You can profit by our advertising. All inquiries that come to us are turned over to our dealers. THEY MAKE THE SALES.

If you want some of this profit without any risk, write us for our New Folder. Act now, and get a line on a brisk seller.

BUFFALO SLED COMPANY

Dept. A North Tonawanda New York
Factories: No. Tonawanda, N. Y., and Preston, Ont.
New York Office: 155 Chambers Street.
Pacific Coast Representatives:
Pacific Sales Co., San Francisco.
D. L. Herman, 214 Maratine Bldg., Seattle. Dept. A North Tonawanda New York

### The Ontario Knife Company, Franklinville, N.Y.

WE SELL EXCLUSIVELY TO THE WHOLESALE TRADE

If you are a wholesale dealer and have not our catalog and prices, you should write for them at once



BUTCHER SKINNING STICKING BONING SHEATH SLICING CORN SHOE

KITCHEN CANNING FISH VEGETABLE PUTTY DEET CLAM TABLE

HOUSEHOLD KNIVES, HOUSEHOLD CLEAVERS, FLESH FORKS and a large variety of Knives with improved Sanitary Aluminum Handles.



We manufacture the largest variety and the largest quantity of kitchen knives made by any one house in the world



barrel heavily tinned and smooth as a bowleasiest to clean—no corners for dirt to lodge—no wood—barrel can't soak up moisture. Sturges Steel Churns give users longest and best service.

Put a Sturges on Display It will do the rest. Attractively finished in red and blue—Sturges Steel Churns sell on sight.

#### Take In the Churn Profits

The Sturges will help you capture the churn profits in your community. Write now for circular 35-X.

Est. 1865 Chicago, Illinois Sturges & Burn Mfg. Co. Quick Shipments Made From Pacific Coast Warehouses





## Sells at Sight

Dupont, Ballistite or Schultze Powders are known EVERYWHERE,they sell at sight. Shooters know Du Pont Powders are right. name Dupont, Ballistite or Schultze

#### On the Top Shot Wad

or on the box label is a guarantee of powder superiority.

Du Pont Sporting Powders are widely advertised, sell quickly and always satisfy the most critical customer.

Specify Dupont, Ballistite or Schultze Smokeless, and Du Pont Black Sporting,—the powders which sell at sight.

E. I. du Pont de Nemours & Co.

Powder Makers Since 1802

WILMINGTON 1.1149/1



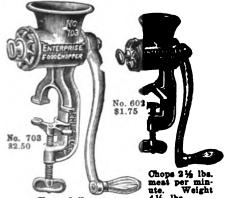
### A Line That's Especially in Demand Just Now

The dealer who is alive to his opportunities just now can find a greater market than ever before for

#### "ENTERPRISE" FOOD CHOPPERS

per minute.

Housewives, falling in line with the nation-wide economy movement, are eager to buy any device that will aid them in effecting a saving.



Show the women how economically they can prepare appetizing dishes from cheap cuts of meat and from left-overs, with the aid of "Enterprise" Food Choppers, and you'll be delighted with the increase in your sales.

THE FOUR









(1) Fine

Chopping Sausage and Mince Meat, Horse-Radish, k, Oroquettes, Cocoanut, Stale Bread and Orackers

(1) For Chopping Sausage and minute Steak, Oroquettes, Coccanut, Stale Bread and Orackers for Orumbs, etc.
(2) For Chopping Scrap Meat for Poultry, Scrapple, Codfish, Corn for Fritters, etc.
(3) For Chopping Hash, Hog's Head Cheese, Chicken and Lobster for Salads, Tripe, Vegetables of all kinds for Soup, etc.
(4) For making Butter from Nuts of an oily nature.

The "ENTERPRISE" LINE will yield you a good profit, and enable you to meet all competition. Order from your jobber.

29 Murray St., New York

THE ENTERPRISE MFG. CO. OF PA., PHILADELPHIA, U.S.A.

530 Golden Gate Ave., San Francisco



This machine has a long stroke, makes work casy, double action performing twice the work with same labor; one man can do the work of two; two air chambers with double action, makes steady overflow. Capacity 1% gallons or 25 panuds sulphur.

#### GRANUCCI HARDWARE CO.

Importing Agents for North America

Send for Prices and Catalog H. W. 633-647 Front Street, San Francisco, California

### A. M. Holter Hardware Company

Established 1867

HBLBNA, MONTANA

WHOLESALE

## Hardware, Sporting Geeds

Ammunition
Blacksmiths' Supplies
Pipe
and Fittings

Mill and Mine Supplies



CONTRACTORS IN YOUR OWN TOWN USE THIS BAR-ROW.

ARE YOU SUPPLYING THEM! ASK FOR PRICES.

WAREHOUSE TRUCKS, CASTERS, CONCRETE MIXERS, SCRAPERS, HAND CARTS, FIBRE WHEELS, MILK CARTS, ETC., ETC.



338-348 Brannan St. near 2nd SAN FRANCISCO, CAL.

## The Schaw-Batcher Co.

SACRAMENTO, CAL.

## WHOLESALE HARDWARE

Pipe and Fittings
Canton Steel
Ammunition
Sporting Goods

Fittings | Sargent & Co.

Builders' Hardware

nunition | Mill and Mining

Goods | Supplies

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## SERVICE

From Exclusive Hardware Jobbers is Money to Retail Merchants

Strevell-Paterson Hardware Co. salt lake city, utah

### Heneyman Hardware Company

Ninth and Hoyt Fourth and Alder PORTLAND, OREGON

We Offer for Spring Gardening

#### GARDEN TOOLS

Garden Trowels, Grass Shears, Pruning Shears
Tree Pruners, Hedge Shears

GREAT AMERICAN

#### LAWN MOWERS

The Largest and Most Complete Stock of High Grade Fishing Tackle Ever Shown in the Northwest

GOLDSMITH GUARANTEED

BASEBALL SUPPLIES

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JENSEN-KING-BYRD CO.

Spokane, Washington

## HARDWARE JOBBERS

UNIVERSAL RANGES CONGRESS AUTO TIRES

GUNS, AMMUNITION, FISHING TACKLE

#### FISH ROD MAKING AND REPAIRING

Key Making Gun Repairing

We have recently added a new department to our business, that of Rod making and repairing. This department is in charge of Mr. Smitley who has had years of experience in this line. If you will send us your work we will be pleased to estimate cost. Now is the time. Do it now before fishing season opens. Preparedness.

WARE BROS. CO., 125 Howard Street, Spokane, Washington



### HAMMOND LUMBER COMPANY

#### WHOLESALE HARDWARE

### **Specializing in BUILDERS' Hardware**

Sargents Locks and Hardware, Nails, Bolts and Barbed Wire, Beaver Board, Black Rock Board and Upson Board.

Galvanized and Painted Corrugated Iron, Northwestern Expanded Metal Lath. Composition Roofings, Felt Insulating and Building Paper.

Full and complete lines of these materials stocked in carload quantities. We solicit your inquiries.

Offices and Warehouses. Twentieth and Alameda Streets

Los Angeles, California

#### CONTRACT NOW SEED AND ONION SETS

For delivery from 1917 crop. High quality and low contract prices. Reduce next season's buying cost by placing your order with

Aggeler & Musser Seed Co.

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#### "ANSONIA" NAIL CLIP 10c

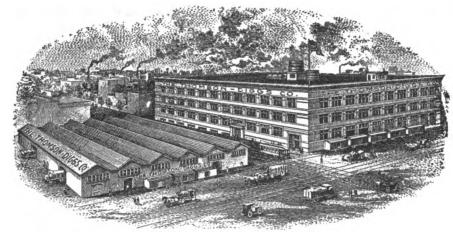


nail Clipper Twelve in a box or 12 on a display 2 on a di ard. Fast

H. C. COOK CO. ANSONIA, CONNECTICUT

### THERE ARE MANY REASONS

For the Continued and Increased Growth of Our Trade



If you are one of our customers vou know them.

If you are not one we want the opportunity of shewing yeu why it will be to your interest to send us your orders

The House of Fair and Square Dealing—Ask Our Customers

**EVERYTHING IN HARDWARE, IRON, PIPE AND HOUSE-**HOLD UTENSILS, SPORTING GOODS AND CUTLERY

THE THOMSON-DIGGS COMPANY. SACRAMENTO, CAL.

## ONEER Our Policy

Roofing Quality First, Always

PIONEER products will always be the same high standard maintained for twenty-eight years.

#### PIONEER PAPER COMPANY

Pioneer Rubber Sanded Roofing Pioneer Rubber Flaxine Roofing

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Pioneer Insulating Felt Pioneer Roofing Felt Pioneer Sheathing Paper

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Pioneer Asphalt Roof Paint

247-251 S. Los Angeles Street Los Angeles, California

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#### THE THOMPSON PEERLESS LAWN SPRINKLER



Brass Lined

All that the name implies and meeting the insistent demand for a MEDIUM PRICED SPRINKLER THAT WILL NOT TURN OVER when being moved about at the end of the hose. The eight inch base made of No. 6 galvanized wire and molded in the sprinkler body insures the sprinkler always remaining in the proper position.

A perfect die-casting, made of pure zinc, with brass lining and machine cut threads.

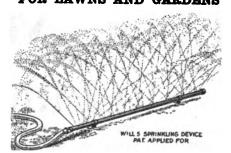
No. 120.

Threaded for three-quarter inch Standard hose couplings.

> Manufactured by Thompson Mfg. Co.

FOR SALE JOBBERS  $\mathbf{B} \mathbf{Y}$ 

### WILLS Scientific Sprinkler FOR LAWNS AND GARDENS



#### Three Superior Qualities Durability-Efficiency-Cheapness.

Made of steel galvanized pipe. Saves 25% on Water Bills. Covers 25% more surface with same water. No Rust—No Leaks—Solid standards—securely attached. No bending or breaking. Hose connection BEST made.

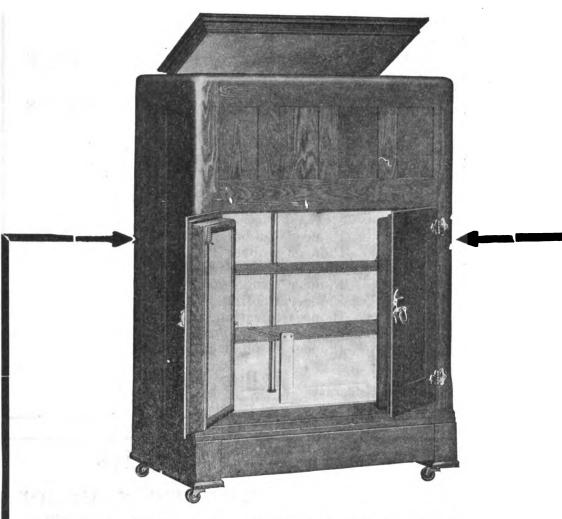
The Spray is distributed equally covering every space and corner.

Made in all Lengths, and to suit any pressure.

Guaranteed for 10 years' service if properly cared for.

Ask your Jobber or send direct to the Factory for our descriptive folder.

WILLS SPRINKLER CO. 607 CROCKER STREET, LOS ANGELES, CAL,



## THE MONARCH

(Trade Mark Reg. U. S. Pat. Office)

## REFRIGERATORS

Made in Zinc, White Enamel Porcelain and Seamless Porcelain Lined. Handsome, Strongly-made, Up-to-date Refrigerators at prices which net you a good profit.

Ash and Oak Cases. Strong, removable Air Flues. Removable Waste Pipe and Trap. Retinned Wire Shelves, bright as silver. Strong Hardware in Roman gold and nickel plate. Good Casters.

An old established line—on the market 25 years. Has always been a good seller in large and small stores, because it looks right and is reliable—ther, are no come-backs.

"It's the Frigid 'Frigerator'—the "Box that's on the Boom"

Large Stock Carried in Los Angeles

### UNION HARDWARE & METAL CO.

Distributors for California, Arizona and Nevada. LOS ANGELES, CALIFORNIA

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#### Say Mr. Dealer

Did you know we manufacture Gas Heaters and Grates?

Why buy in the Bast, we can give you better service, a better heater and the profit will suit you.

We sure would like to have you ask us about our goods.

#### Minier Gas Heater Company

1028 Mission St. So. Pasadena, Cal.



#### **GENUINE HUNTER'S SIFTER**

The Standard for a Quarter-Century

Sectional View Showing Construction

Order from your jobber.

Combines strength, beauty, usefulness and durability. Cleanliness always possible. Made in one piece of extra heavy tin plate, nickel trimmings. Handle swedged to body. No soldered joints to come loose. Easy to remove all parts for eleansing.

THE FRED J. MEYERS MFG. CO. Mamilton, Ohio Wedgewood

## RANGES

Classic and Capital

MADE FROM



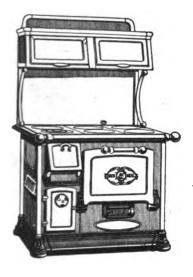
Agents have an ever increasing trade that Quality made.

Join the Ranks— First Step, Send for Catalog 36

Jas. Graham Manufacturing Co.

Largest Stove Makers in the West

San Francisco and Newark, California



## "QUICK MEAL"

All Blue Porcelain Enameled and Black Porcelain Enameled Ranges are "Rust Proof," "Sanitary" and Easy to Keep Clean, being Enameled Inside and Outside.

Not affected by the Hottest of Fires.

Write for Catalogue and Agency

Ringen Stove Company Division of American Stove Company

C. H. SCHIECK, Pacific Coast Agent

715 Indiana Street, near 19th

SAN FRANCISCO, CALIFORNIA

## "White Mountain" Refrigerators



#### "The Chest With the Chill in It"

"WHITE MOUNTAIN" Refrigerators are scientifically right. A refrigerator of reputation, proven merit and refinement. Over 200 different styles, sizes and patterns, accepted everywhere as the World's Standard. Built on Honor and sold on Merit.

#### "Stone White" Refrigerators

The World's famous Refrigerators, having a Provision Chamber lined with massive slabs of Solid, Indestructible Quarried Stone. White as Snow. This Stone is the best Heat-Repelling, Cold-Retaining Lining known to Science.

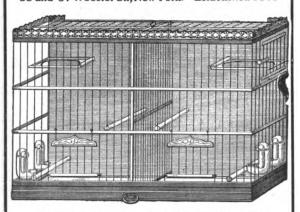
Send for beautiful catalogues and booklets.

Maine Manufacturing Company - Nashua, New Hampshire, U. S. A.

THE W. F. BOARDMAN CO., 718 Mission Street, San Francisco, California, Pacific Coast Agents.

#### O. LINDEMANN & CO.

35 and 37 Wooster St., New York. Established 1863



#### DOUBLE, JAPANNED BREEDING CAGE

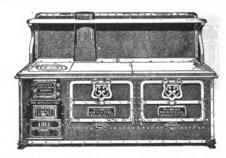
We manufacture Breeding Cages, — Tinned, Japanned and Wood; also Nests, Nesting Hair, Egg Food for Young Birds, etc.

Manufacturers of Japanned, Brass and Tinned Wire

#### Bird Cages and Cage Sundries

Pacific Coast Representatives

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731 MARKET ST., SAN FRANCISCO, CAL.



## Spokane Stove & Furnace Repair Works, Inc.

Manufacturers and Jobbers of Rubens and Empire French Wrought Steel Portable Ranges for Hotels and Restaurants

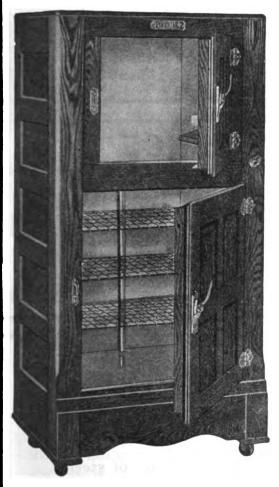
Send us all your orders for Firebacks, Grates, Centers, Covers, Waterfronts, Dampers, Knobs, Stove Putty and Stove Polish.

Complete Line Always in Stock Jobbers and wholesalers of repairs. We make prompt shipments.

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Send for our order blanks

## **BALDWIN Dry-Air**



"The Box with the Steady Cold Wave"

## Refrigerator

## 150 Handsome Styles

ASH, OAK, SOFTWOOD CASES; OPALITE GLASS, VITRIFIED POR-CELAIN, AND METAL LINED

### "The Cold, Clean Kind"

Baldwin's do better work with less ice than any other refrigerator made. They keep food preserved in the best possible manner, because of their positive one way current of absolutely pure, cold, dry air, moving swiftly around articles stored, and constantly cooling and purifying every square inch of the refrigerator.

Many Baldwin Refrigerators in constant use for 35 years are still giving the utmost satisfaction.

Don't sell a "cheap" refrigerator it wastes your customer's money and is a source of annoyance every day he uses it.

Baldwin's are lined with snow-white opalite glass 7-16 inch thick; vitrified porcelain, seamless porcelain, white enamel or metal. There are 150 styles in stock. Don't experiment with new makes of unknown quality—sell the Baldwin—the "kind the old folks used."

SEND A POSTAL FOR OUR BIG CATALOG

## The Baldwin Refrigerator Co.

**BURLINGTON, VERMONT** 

### YOUR CUSTOMERS WANT THE BOOMER

IF YOU ONLY SHOW IT TO THEM

## **BOOMER CANNON**

Adapted for every use. Is the strongest and most durable Cannon Stove made. Constructed so that a sheet iron drum may be attached, and thus increase the heating capacity.

Made in six sizes,— 1 2 3 4 5 6 Diameter of Fire Pots 13½" 16" 18" 20" 22" 24½" Weights, 182 240 300 385 525 575

OUR LOW PRICES WILL SURPRISE YOU-Write for them.

THE HESS-SNYDER CO., Manufacturers - - MASSILLON, OHIO

Trade mark "Boomer" Registered-No. 58228

### **DOMES OF SILENCE**

Glide softly, smoothly, silently over any kind of flooring. Save rugs, carpets, floors and furniture. Sizes to fit any kind of furniture.



Metallic Bed Slides Sizes: %, %, 1, 1 1-16, 1%, 15-16, 1%, 2 in. When ordering measure size of bed post. If round, measure across inside.

If square, measure across inside corners.



HENRY W. PEABODY & CO.

Domes of Silence Division

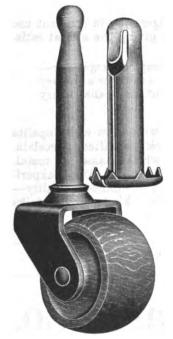
17 State Street New York

Wood Bed Slide These wood bed

These wood bed slides made to fit %-in. Universal socket. Also specially adapted for heavy arm chairs, etc.

Fits any wood bed. Pull out the wheel caster; insert this slide.





Full Size C-2-5

## **Faultless Casters**

are built with an accuracy of details unsurpassed anywhere.

—produced with a quality of steel and refinement of design unexcelled.

—conceded by all hardware men to be the caster with least friction.

Gold Medal, Highest Award, Pan-Pacific Exposition in 1915 on "Furniture Casters of All Types"

### FAULTLESS CASTER COMPANY

**EVANSVILLE, INDIANA** 

"Move the FAULTLESS Way"



## Order Now Be Prepared



Either Pair a Safe Choice

Each of the three, LIGHTNING, GEM or BLIZ-ZARD, has served the housewives of

America for thirty years, and like the cream they create, are in demand in all seasons.

They are built of the best material and workmanship possible — their ingenious construction makes them easy to operate, quick freezing and economical to both dealer and user.

The Blizzard being simpler in construction and cheaper in price makes it a good running mate with either the Lightning or Gem. They sell

themselves and stay sold! This means easy net profits for you.

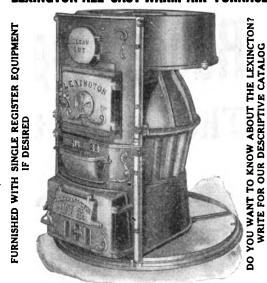
Any Jobber Can Supply You

NORTH BROS. MFG. CO. PHILADELPHIA. PA.





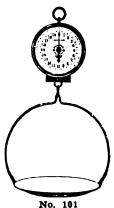
## Everyone Air FURNACES Should Know About the Practical and Exclusive Features Embodied in the LEXINGTON ALL-CAST WARM AIR FURNACE



We do not make extravagant claims. As a consequence the Lexington proves a pleasant surprise rather than a disappointment. Lexington dealers are enthusiastic. Lexington users are Boosters.

CULTER & PROCTOR STOVE CO.
Peoria Established 1863 Illinois

## **New Hanging Scale**



San Francisco

Capacity 20 lbs. by ozs.

The Dial is large and distinct -- finished with glass sash and nickel plated rim.

Very sensitive and accurate. Approved by the Department of Weights and Measures.

MADE IN SEVERAL STYLES

## Pelouze Manufacturing Co.

Manufacturers of Family, Candy, Market, Dairy Postal and Ice Scales

EWING-LEWIS CO.
Representatives

Los Angeles



# Some High Grade Standard Rubber Tips and Bumpers

## That ought to be in your stock

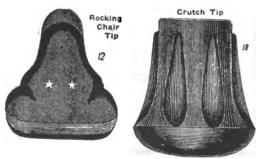


Rubber Tips and Bumpers are in big demand these days people are beginning to realize the great advantages of their use.

But all tips are not good tips—and a bad tip prevents further sales—further business.

It is up to you, to stock the best and most varied line. Inspect some of the illustrations—there's a tip in our line for every practical tip purpose. You had better investigate—for the sake of good business.

Write today — ask for catalog, prices and terms.



## THE ELASTIC TIP COMPANY

370 Atlantic Avenue Boston, Mass., U.S.A.

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## Foster's Quick Service



We are frequently accused of making the best and most complete line of popular priced stoves and ranges on the market. This charge is surprisingly accurate in so far as "Foster's Quick Service" is concerned. It is handsome in appearance, simple in construction, efficient in operation and the price is right.

You need this agency to make your present line air-tight.

For further information write to,

THE FOSTER STOVE CO. - Ironton, Ohio

## **ANNOUNCING**

The addition of a large and complete stock of

## **Electrical Supplies**

Consisting of the highest grade Electrical Goods that it is possible to obtain.

This valuable addition to what was already the most complete Hardware Jobber's Stock in the West, fills a long felt want among the dealers of this section, as many of these leading electric lines have been heretofore unobtainable on the general market at moderate prices.

### "Everything in Hardware"

Our large and well assorted stock, our vast purchasing power, our competent force of traveling salesmen, our "Same Day Shipment" service, together with our unceasing efforts to meet the demands of the Western Trade is responsible for our large and constantly increasing list of satisfied customers and is deserving of your support.

RECENT IMPORTANT ADDITIONS TO OUR STOCK
Pathephone Talking Machines and Records, Brass and Enamel
Beds, Couches, Etc., Trunks, Bags and Suit Cases

Place Your Orders Where You Know They Will Be Filled Promptly.

## The Salt Lake Hardware Co.

SALT LAKE CITY, UTAH

POCATELLO, IDAHO

Capital \$2,000,000.00

350 Employes

30 Traveling Salesmen

Jobbers of 
"EVERYTHING IN HARDWARE"

Manufacturers and Jobbers of "EVERYTHING IN SADDLERY"

# Household Goods and Kitchen Utensils

## New Complete Stock

Glacier Refrigerators
One Piece, Porcelain Lined

Furniture City
Refrigerators. White Energel Lined

White Mountain Ice Cream Freezers

Gas Hot Plates and Shelves Bath Room Fittings

Paint and Varnish
Brushes

Household Brushes

Viko Aluminum Ware Wagner Cast Iron Ware Tin Ware

Japanned Ware

Hamlin and Russell Wire Goods

Universal Electric Percolators, Flat Irons and Cooking Utensils

American Clothes Wringers

Washing Machines

Hand Power

Vacuum Cleaners

Royal Steel Enamel Ware

Wooden Ware, Chair

Seats. One of Our Specials

The Princess Electric
Iron. Full nickel finish. Guaranteed
for 5 years. The price is low

Write for Descriptive Matter on Anything in the House Furnishing Line.
Our Prices Will Interest You.

BAKER & HAMILTON SAN FRANCISCO CALIFORNIA

RUBBERSET CO.

56 FERRY ST.

NEWARK N.J.

GOLD

MEDAL

Jours H heer

## RUBBERSET

CTRADE MADE

### PAINT BRUSHES

are selling so rapidly that our factories—the largest in the world—are taxed to the utmost. But no matter how great the demand may be we will never sacrifice for mere volume, one single detail in the superior quality which gave RUBBERSET Brushes

#### The Gold Medal

highest award for brushes at the Panama-Pacific Exposition

This award *proves* RUBBERSET best. Are you pushing the best and best selling brushes?

#### RUBBERSET COMPANY

(R. &. C. H. T. CO., Props.)

Factories - Newark, N. J.

Pacific Coast Branch, 682 Mission Street San Francisco, Cal.

Full Toilet Brush Line Carried at San Francisco Branch. Write for Prices, Catalog, Etc., on Shaving and Paint Brushes

## SIGNAL AUTOMATIC



Runs and Alarms
8 Days with One
Winding

## THE LAST WORD IN ALARM CLOCKS

The 8 Day Alarm Clock has become exceedingly

popular. Ever sinee their introduction on the market there has been a missing link which has caused no end of confusion. That is the operator would never know whether he would be called at six in the morning or at six in the evening. Nothing like this with the use of the Signal Automatic for the Red Signal below center of dial will appear if alarm is to ring within next 12 hours. This feature alone making it a veritable "Safety First" and not in phrase only. When you see the signal properly set you go ahead (and Sleep).

MORGAN & ALLEN CO.

150 POST STREET, SAN FRANCISCO, CAL.

## **QUALITY, plus SERVICE, equals SATISFACTION**



Made in three sises: 10, 14 and 22 Qt.

In offering you our line of goods, we are offering you QUALITY and SERVICE, and complete Satisfaction comes only in the selection of goods that have stood the test of time. In stocking our goods, you get this SATISFACTION.

Our EAGLE MOP WRINGERS and BUCKETS COMBINED, and SUPERIOR FOLDING WASH BENCHES have the reputation of never failing to satisfy. You will find these two lines, quick sellers and big profit producers.

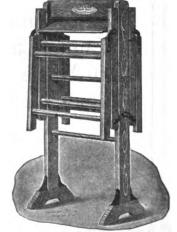
Our products are built of high grade material and are guaranteed

against all defects. The increasing demand for these goods is conclusive evidence that they are the Standard of Comparison, the Highest point of Mechanical Skill, and the Acme of Perfection.



Manufacturers.

Hamilton, Ohio - U.S.A.



Will hold a 10, 11 or 12 inch clothes wringer.



On the battle-field -in the preservation of law and order the protection of home and country whenever and wherever armies or individuals have had to enforce right with might—COLT'S FIREARMS have been creating, building and maintaining areputation for merit, efficiency and reliability, that has resulted in a position of unquestioned superiority.

(1836-1917)

**Pacific Coast Representative** 

Colt's Patent Fire Arms Mfg. Co., Hartford, Conn., U. S. A.

## Lalance & Grosjean Mfg. Co.

Manutacturers of the Celebrated Lines of

Agate (Nickel-Steel) Ware El-an-Ge Enameled Ware and

Pearl-Agate Turquoise Enameled Ware

New York

Chicago

Boston

San Francisco

## BURKE GOLF CLUBS

RECEIVED THE

### GRAND PRIZE

Highest Award at the Panama Pacific Exposition

That's why the best golfers in the country use them

If you don't carry Burke Clubs in your Sporting Goods Department WRITE TODAY for our new Golf Book

### The Burke Golf Company

CHICAGO OFFICE 1718 North American Building MAIN OFFICE AND FACTORIES Newark, Ohio

Union Hardware & Metal Co., Los Angeles Pacific Coast Distributors







**BEAUTIFY FURNITURE** PROTECT FLOORS and Floor Coverings from injury by using GLASS ONWARD SLIDING FURNITURE SHOE In place of Castors If your dealer will not supply you write us.

ONWARD MFG. CO. Menasha, Wis. Kitchener, Ont.



#### THE PACKHAM Pipe and Rim Crimper.

Crimps close up to a shoulder. Especially adapted for Cornice work. Made by

THE PACKHAM CRIMPER COMPANY

Mechanicsburg, Ohio.

If your Jobber does not carry it, write us.





G. & C. MERRIAM CO. Springfield, Mass.

## 1917 N. R. A. CHAMPIONSHIP

Civilian Matches—5 Men Teams—10 Contests—20 Shots per man—Prone Position—75 ft. Range

Won by the King's Mills Club—9925 Out of a Possible 10000 Points (Peters Rifle and Revolver Club, King's Mills, Ohio)

This great shooting aggregation won FIRST PLACE in the 1916 Indoor Matches and the 1916 Outdoor Small-Bore Matches, and by their latest victory have clinched their hold on the title of U. S. SMALL BORE RIFLE CHAMPIONS. In all of these matches, every member of the team used

#### .22 L. R. Ammunition **SEMI-SMOKELESS**

The highest individual record in the 1917 matches was made by T. K. Lee, Birmingham, Ala. 1999 Out of a Possible 2000 Points with

### **Peters** Semi-Smokeless Cartridges

The wonderfully consistent shooting of these winners in matches of national scope and importance, was due in no small measure to the extreme Accuracy and Uniformity of the famed p brand, loaded with the original and only SEMI-SMOKELESS powder.

#### THE PETERS CARTRIDGE CO. -Cincinnati, Ohio

BRANCHES: New York, San Francisco, New Orleans
Pacific Coast Branch: 585-587 Howard Street, San Francisco
Marshall-Wells Hardware Co., Portland-Spokane, Duluth, Winnipeg-Edmonton
Hibbard, Spencer, Bartlett & Co., Chicago, III.
Butler & Britain, Inc., San Francisco

#### **You Want to Sell the Best** Your Customers Want to Use the Best



## CURRY

MARKS A NEW ERA IN FLY TRAP PRODUCTION.

TRAP PRODUCTION.

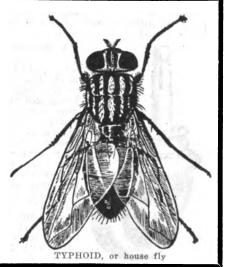
The ONLY SCIENTIFIC fly trap made. Will catch many times more flies than any other trap. Made of galvanized iron and wire. Lasts almost indefinitely. Standardized so that any damaged piece can be replaced for a few cents. Knocks down and stores in small space when not in use.

Used in the U. S. Army municipalities, and by State institutions and the public Pat. Jan. 4, 1916.

Order from your jobber. Specify the CURRY FLY TRAP. Manufactured only by CHIDDY FLY TRAP.

#### CURRY FLY TRAPCO.

(Incorporated) PADUCAH, KY.



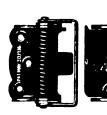


#### PERFECTION DETACHABLE SCREEN DOOR HINGES

These hinges are easily attached and detached with our new patented locking device. The door can be taken down and replaced in less than half a minute.

Eliminates the annual trouble of "hanging the screens." Solid When Locked

For sale by all leading jobbers. Write for prices. THE HARDWARE SPECIALTIES CO. Wabash, Ind.





### VARIETY

is our strongest advertising point, because variety is the Jobbers' big talking feature, and the immense line of "UNIVERSAL" casters, are the most varied and compre-



hensive on the market. There is a "UNIVERSAL" caster to meet every dealer's demand, and several of our most popular styles are illustrated here. The "UNIVERSAL" Ball Bearing Metal Bed caster, made in 12 distinct sizes, and with wheels ranging from 1 1-16" to 2" in diameter, should be carried in stock by progressive jobbers. Can also be furnished in the "UNIVERSAL" Plain Horn and Non Ball Bearing patterns.

PATRITED MARCE 13, 1900

The "UNIVERSAL"
Ball Bearing Oblong
Plate caster, has for
years been the Hardware Jobbers' leader
in his caster sales.
Constructed throughout of high grade
steel, with strong
steel axles, and
equipped with large
size ball bearings, enabling the caster to
revolve smoothly and
easily. Made in six
distinct sizes wheels



distinct sizes, wheels ranging from 1 1-16" to 1 7-8" in diameter, and packed in neat, durable boxes, properly labeled, containing six sets each.



"A product without a peer!" The "UNIVER-SAL" Ball Bearing Grip Neck caster for the past twenty, years has been recognized the standard grip neck caster on the market. Constant improvement in its construction, has without a doubt made this the most complete and highly perfected ball bearing grip neck caster. Also made in the "UNIVERSAL" Non Ball Bearing and "UNIVERSAL" Plain Horn patterns, in various finishes, with 22 different kinds of wheels, and distinct sizes. Samples

can be furnished in 7 distinct sizes. Samples and prices H. W., upon application.

### UNIVERSAL CASTER & FOUNDRY CO.

GENERAL OFFICES AND FACTORIES

574-600 Ferry Street, Newark, N. J., U. S. A.

Pacific Coast Representative
MR. EUGENE C. SAUL
Monadnock Bldg., San Francisco, Cal.



MADE IN OHIO, U.S.A.

# ALUMINUM "Real Solid"

### **ANNOUNCEMENT**

The "BEAL SOLID" LINE has been for 20 years, the Strong, well known, dependable Aluminum line of Kitchen Utensils.

Our Policy is and has been to give the dealer goods of such quality that assures him not only his PROFIT, but the housewife's continued patronage. We have now added

A New Line of

### "REAL SOLID WARE"

This is a Heavy Drawn line STAMPED from heavy tempered Sheets, which is far superior, in many ways, especially in Rigidness and Durability.

We have eliminated unnecessary expense of CAST ALUM-INUM HANDLES, etc., and are putting MORE METAL into the BODY of our UTENSILS.

TRIMMINGS — Tinned Iron, using Double Coated Tinned Iron—The best on the market.

PROTECTED HANDLES—All Coffse and Tea Pots with handles, both curved and straigth bottom of handle is protected with Metal Trimmings, so that it will be impossible for flames to creep up over bottom and burn off handle.

OUTSIDE FINISH—The Same HIGH CLASS polish as heretofore.

INSIDE FINISH—Scratch Finish Superior because it does not show finger prints from handling or dirt, which may accumulate while on dealers' Shelves.

We have added 25 New Items, all practical. This makes the "REAL SOLID" Line the most complete on the market.

Write Today and get our New 1915 Catalog just off the Press.

The Buckeye Aluminum Company

#### ESTABLISHED IN 1834—THE OLDEST HOUSE IN THE BUSINESS



We manufacture a large line of GALVANIZED WARES, a few items of which we illustrate here, and all of which may be found in

#### **OUR NO. 40 CATALOGUE**

It is a well known fact, in which we take great pride, that our

### GALVANIZED WARES

are noted for their quality and finish, and these form a basis for a selling feature which cannot be overcome by inferior articles. Ask our representatives named below for our No. 40 Catalogue if it is not in your possession. You will find it a valuable encyclopedia.



Represented in the States of Washington, Montana, Idaho, Oregon, Colorado and Utah by

FRED A. LEE

1626 13th Ave., Seattle, Wash.



Trade Mark



Represented in California by BARRETT & ROSS

91 New Montgomery Street San Francisco, Cal.

In the State of Texas by C. V. MILLARD

San Antonio, Texas

THE CENTRAL STAMPING COMPANY - NEW YORK



#### SEND FOR THIS WINDOW CARD IN COLORS

Printed in full colors on heavy cardboard, 13½x19¼ inches, with easel back. Write for window card No. 43-W to

International Silver Co., Meriden, Conn.

## 1847 ROGERS BROS.

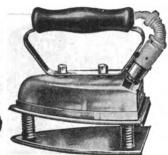
SILVERWARE



UNIVERSAL Electic Toaster No. E946, \$4.50



UNIVERSAL
Electric Four-Heat, Round Grill
No. E984, \$6.50



UNIVERSAL Electric Iron, New Model No. E905, \$4.50



UNIVERSAL Electric Curling Iron No. E989, \$3.75 Without Comb No. E9891, \$4.50

With Comb

#### **MEET DEMAND**

by selling the line most competent to meet it

## **UNIVERSAL Electric Home Needs**

The "Universal" Line has prestige It is known, accepted and trusted

It is the line of goods that delivers the goods

LANDERS, FRARY & CLARK New Britain, Conn.



UNIVERSAL
Electric Immersion Hester
No. E970, \$4.00



UNIVERSAL Combination Electric Boiler No. 9932, \$7.50

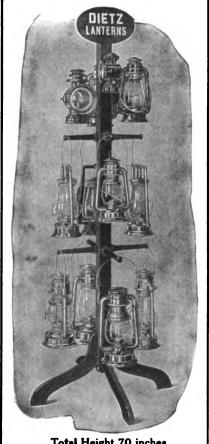


UNIVERSAL
Electric Vegetable Dish
No. 922, \$13.50



UNIVERSAL Electric Percolator No. E9635, \$9.50





Total Height 70 inches Spread at Base 29 inches

## A N Opportunity to Double Your Sales

DIETZ QUALITY Lanterns

DIETZ Display Stand No. 12, with its assortment of twelve popular DIETZ Lanterns shows the goods to perfection in a very small space.

Install one of these stands in a prominent place in your store. Mark the retail price on the "Quality Tag" attached to each lantern.

This "silent salesman" will invite your customers to inspect and handle the goods.

Lanterns Well Displayed are Half Sold

This is the best "dealers' help" that Dietz has ever offered. Sold at a special price, providing a generous profit for the retailer. Buy a Dietz Lantern Display Stand and watch results.

Write your jobber today

### R. E. DIETZ COMPANY

SIXTY LAIGHT STREET

NEW YORK, U., S. A.

Dietz Display Stands Are Sold Through the Jobbing Trade Only



## Genuine "Empire" Spiders



Cost no more than Imitation or Inferior Articles.

BUT they BUILD UPYOUR TRADE and SATISFY YOUR CUSTO-MERS.

Insist on the

## Genuine "Empire"

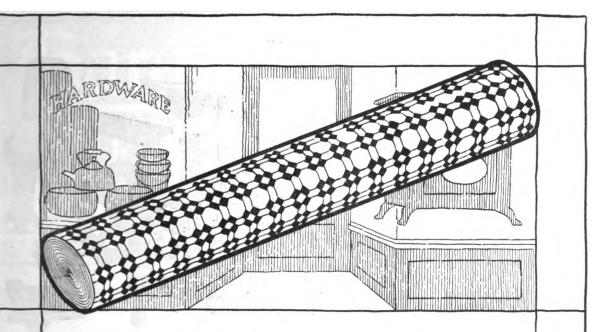
If You Want Ware of Uniform and Highest Quality.

Examine Samples of this Ware and Prove it for Yourselves.

SOLD by ALL FIRST CLASS JOBBERS THROUHOUT the WEST ORDER THROUGH THEM

WM. P. HORN CO., PACIFIC COAST REPRESENTATIVES
LOS ANGELES RIALTO BUILDING, SAN FRANCISCO, CAL. PORTLAND

NEW YORK STAMPING COMPANY BROOKLYN, NEW YORK



# Kitchen Companions

George J. Frank says Linoleum is a Logical Line for Hardware Stores

Stoves, pots, pans, buckets and kettles—articles of kitchenware that bring every housewife to the hardware store. They are companions of linoleum in the kitchen, and that is why so many hardware merchants now sell

# Armstrong's A Linoleum

Mr. George J. Frank, who has owned a hardware store in Bay City, Mich., for many years, has the following to say about his experience as a linoleum merchant:

"I have sold linoleum, both inlaid and patterns (printed), for upwards of fifteen years. I have found it to be a valuable part of our kitchen furnishings. Many a customer will come into your store and buy a stove because she can procure in one place all she needs to complete her kitchen. I also sell linoleum for bathrooms . . . and I do not see why any hardware dealer cannot make as great a success of selling linoleum as of any other line of goods he handles."

We supply window displays, newspaper cuts, lantern slides, show cards, hangers, pennants, etc., free, to retailers who request them.

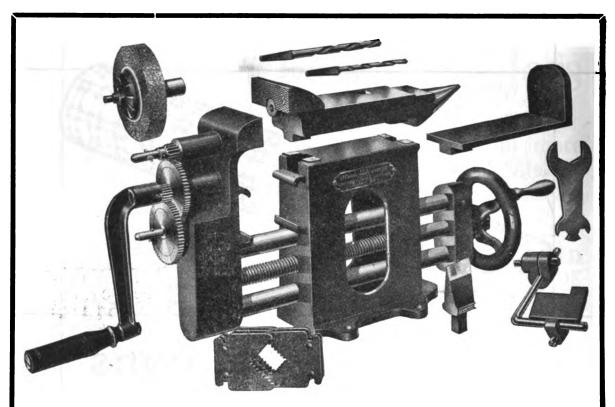
The coupon brings prices and literature

Armstrong Cork Company

Linoleum Dept. Lancaster, Pa.

George B. Śwayne Selling Agent 212 Fifth Ave., New York Heyworth Bldg., Chicago. 40. Hone helt

E 376



THE GREAT SIX-IN-ONE TOOL THAT PLEASES THE USER EVERY TIME IS THE

# Stewart Handy Worker

This uniquely practical combined tool machine comprises—

A good, sturdy anvil.

A steel-faced vise opening up to  $4\frac{1}{2}$  inches.

A steel pipe vise up to  $1\frac{1}{2}$  inches.

A substantial corundum grinding wheel.

A two-speed drill press.

A cutting hardie.

Complete outfit boxed weighs 90 pounds.

List \$14.00 f. o. b. Chicago.

Western list, \$16.00.

From your jobber or direct.

## CHICAGO FLEXIBLE SHAFT COMPANY

N. LA SALLE AND ONTARIO STS., CHICAGO



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M XII JULY 1917 Number 7 WESTERN WORLD IS THE OFFICIAL OBGAN OF THE ASSOCIATIONS THE NEW YORK ASTOR, LENOX AND TILDEN FOUNDATIONS INDEX OF CONTENTS 1919 War in Business ...... 71 National Retail Hardware Convention..... Salesmanship by Suggestion .......84 
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#### OPPORTUNITY EVERYWHERE

Opportunity is everywhere about us. In every transaction, business or social, there is ample opportunity to do or say something that will convey the best side of our personality and will make friends for us which is simply creating the opportunity for a later return of profit to us.

A grouch or sorehead or self-centered egotist kills every such golden opportunity and never climbs very high on the ladder of success.

Courtesy, kindliness, consideration, patience and self-sacrifice are planted seeds of opportunity from which will grow the fruitladen trees of love, esteem, confidence and every other qualification that constantly places opportunity in the path of the planter.

Opportunity is a daily visitor in the house of such a man but it seldom knocks at the door of the other sort. The world is full of opportunity, but it is up to each one of us to make our lives of such a nature that opportun-

ity will stop at our door.

Successful business men do not wait for opportunity to come to them. They make their opportunities by the manner in which they conduct their business and deal with their public and their help and their fellow-merchants. It is well to be guided by the knowledge that opportunity, while all about us, yet, as applied to each of us, is not to be found, but is made.

#### YOUNG MAN, YOU CAN

You are a free-born American Citizen. You have average ability, good health, keen desire to succeed, enthusiasm, and equal opportunity with every other man. There is absolutely nothing in your way; the road is clear and open, although it may be long. The trip is bound to be interesting and exciting but that only adds to the pleasure of making it. Start right away on that trip to success. Name your goal and go to it.

Get right down to brass tacks. Dig in and push for all you are worth. Don't wait or waver or vacillate. Strike your gait and stick to it. Mark time if you grow tired but don't

stop

Keep up your courage and patience. If you meet an obstacle put on extra steam and hurdle right over it. If your pessimistic friends try to discourage you shove them aside. You have no time to argue; you're too busy, you have a mission; you're on your way to success and you're going to get there. Stop you?

No power on earth can do it if you're made of the right stuff, the stuff that is found in our leaders in business, society and politics. Don't worry or fret or fume or envy. Just buck up, take hold of yourself, breathe deep and go to it. When you start on this line and determine

to stick to it, success is already half won. No matter what you want to do if it is right and you are in earnest you can do it.

#### SELF RESPECT WINS RESPECT

Self-respect is the first essential towards winning the respect of others. Self-respect naturally follows right living, clean hands and clear conscience. Self-respect begets self-confidence; this makes for courage; courage gives faith and with all of these qualities success is bound to crown every effort based on sound principles and conducted with logical impetus.

There is a vast difference between self-respect and unwarranted egotism. The first shows a man of honest thoughts and modest but striking personality. He impresses others with his sincerity and wins their respect without effort and as a natural sequence. The second is sure to show his true character under its

veneer of make-believe respectability.

The man who wins his own self-respect can look you straight in the eye. He is not afraid to have you look through the window of his soul. The knave, the double dealer, the hypocrite, the liar, and he who places his selfish interests above all others, regardless of the means of self-attainment, cannot meet your steady gaze. He has no self-respect, no real courage.

Though he may be apparently successful, the many silent moments that he must eventually suffer, when forced by his conscience to face his own self-contempt, are bound to make him realize that it is only self-respect that wins respect of others.

# PLAIN FIGURES MAKE QUICK SALES

Plain figures are easiest to read. Plain talk is easiest understood. Plain facts are hardest to dispute. Plain people make up the bone and sinew of the community. Plain policies are best for any business. The orator who uses plain facts expressed in plain language plainly stated, wins his argument every time.

The salesman who states his case plainly, simply, but emphatically, makes the surest, quickest repeatable sales. Plain architecture is the most substantial and pleasing in the long run. Anything that is plain shows all of its good qualities and cannot hide its bad ones and upon such a basis of dealing there can be no chance of misunderstanding. Perfume is often used to disguise offensive odors. Fancy garnishes are often used to tempt consideration of inferior articles.

Gaudy colors are often used to hide poor workmanship. Preservatives are often used to give false value to inferior products. High grade manufacturers scorn such subterfuge, they know that truth will prevail so they use plain facts, plain figures and plain policies. One manufacturer aptly states that plain figures make quick sales.



# How a Dealer May Get Business

THERE are three ways in which a dealer may get business,

Waiting, Fighting, Advertising.

It's up to every dealer to say which of these methods he is going to adopt for increasing his trade, writes A. L. Porter.

The first method is that employed by all doctors, and by a whole lot of retail merchants.

The second is that employed by the majority of dealers at the present time. This is the bunch that carry brass knucks, long knives and heavy hammers at all times, when they are out after business. They keep both eyes on their competitors, and therefore forget to use their brains in working on their customers.

The third class are those upon whom the hope of the industry rests. They are those who believe in the personal equation in business; in community development; in trade extension; in newspaper space and ink; who believe—to tell it all in one word—in furnishing Service to their trade, in order that they may profit.

#### Waiting Easiest but Least Productive.

The first, that of Waiting, is by all odds the easiest way of doing business; likewise it is the least productive. It is unethical for doctors to advertise further than to put a card in the business directory. They must simply Wait until the misfortune of others brings trade to their door. Then, if they don't kill their first patients too quickly, others may come.

There are a whole lot of retail dealers who are following that method of doing business, and they probably save themselves a whole lot of trouble and work. They are like the farmer who always planted his cotton very late in the season, and who—when asked why he did so—said that it "Saved him one chopping and two pickings."

In the past we have prescribed for many of this class, and in every case we give the inert dealer two choices; either an injection of "pep" by the adoption of modern business ideas—or, an injection of embalming fluid. If they don't accept the first suggestion, the second will get them automatically. The only kind of a burg nowadays where the Waiting dealer can get past and make a living is in a one store town; and unless he is either favored by fortune or located in a place as slow as he is himself, eventually someone is going to step in, put in a live store, do a live business, and lick the very socks off of the sleeping dealer before he gets his hands up.

The Fighters.
The Fighting class of deal

The Fighting class of dealers is the one that needs the most attention, because there is more hope for them, than for the Waiting class. The Waiting class, uses neither brains nor energy—

the two most necessary ingredients in the making of a business success—while the Fighting class does use energy, although it is misdirected because they do not use their brains. They are therefore gifted with one of the prime assets necessary to success and in order to improve their business conditions and affairs, the job is to take their present warlike weapons away from them, direct their attention from their competitors to their customers, and start them working constructively and intelligently.

The same amount of physical and mental energy that the average Fighting class dealer uses in trying to keep his competitor from getting the business that develops in his town without the assistance of either of them, would bring four times the business results if used in a different direction, and to better advantage.

The Fighting retailer is more to be pitied than censured. Don't pity his motives—he hasn't any. There is nothing personal about his business fighting. He grew up to believe that the maximum possibility for business is that business which develops of itself. The idea of creating business, to be paid for with money that would otherwise have gone elsewhere is comparatively new, and is mighty hard to pound into the heads of many good men who are running stores.

#### Breaking an Old Habit.

They have an awful job trying to keep their attention off their competitors long enough to do some sober thinking in other directions. What they have got to do in order "to be saved" is to improve their own service, and make that service so positively apparent to their townspeople and trade generally that they will not have to get every order by the Fighting route.

And it is a simple matter, once they give it a trial, and break away from their old Fighting habits, but the difficulty lies in making the break. They seem to feel like the wrestler who is at grips with his opponent, and who-having a very ordinary hold, sees his chance to get a winning hold if he can pluck up his courage to take the chance of letting loose his present grip, thereby placing himself momentarily at the mercy of his opponent. They just hate to turn loose the grip of an old and bad habit, to try something entirely new, even though it does—and we have enough faith in the dealer to know that it Must—appeal to him as a better, bigger, and more productive way of doing business.

#### Much Interest in Retailing.

There is another reason for using modern business methods in retailing in addition to improving your profits and your business—it increases your interest in your business, makes



your work more lively and attractive, gives you a better respect for the business you are following and the job you are holding, and furnishes a use for your mental energies and your natural merchandising ability, that the Waiting and the Fighting route will never have. Mental faculties are like physical muscles—either will lose its force through lack of use, and increase in strength with constant intelligent usage.

There is a splendid opportunity for actually increasing your personal happiness in improving your business methods, because you will find new things to think about, new problems to solve, new fields to conquer, with every

day and week that passes.

Did it ever occur to you, Mr. Dealer, that there is no other line of retail merchandising that even approaches the occupation of a retailer in interest and opportunity for profitable and interesting manipulation? It is a fact.

Covering Your Territory.

The Waiting and Fighting classes of dealers do not cover their territory; do not create uses for goods; do not make themselves in any way, shape, or manner, an asset to their respective communities.

Mr. Dealer if you don't sell every family in your whole territory something at least once every year, you are not doing justice to your job. If you are working for someone else—you ought to quit. If you are running your own business, you ought to hire someone to run it for you. Either one of these things—or you ought to turn over a new leaf, because you are a "dead one" at present.

Keep the thought in your head that 99 per cent of all the money made in your territory is spent the same year; most of it the same month. All of your townspeople are spending money for something. Nearly all of them are spending for something besides their actual necessities of life. Are you getting your share from each of them? Don't practically every one of them need something in your line even worse than they do some of the other things they are buying with their spare change—consisting of everything from nickel picture show tickets to Twin-Sixes?

If they do, then these other merchants are evidently outselling you. If they don't then you are living in an abnormal town, for the rule is the other way.

rule is the other way.

Fighting is general

Fighting is generally due to a hardshell theory among dealers that every dollar's worth is fore-ordained and can be neither increased nor diminished, and the dealer's concern is to get his share of that fixed amount, and as much of the other fellow's share as he can.

Smith keeps battling away against Brown, Jones and Cox—and other dealers—all eating out of the same melon patch and scrapping for the melons as the sun ripens them, never thinking that if they would root weeds instead of fighting, there would be a bigger crop of melons to divide. Catch that thought, friend Dealer?

If Brown and Smith go after a bill that has developed of its own accord—like the melons—and Smith gets it, he does not hurt Brown half as much as he does the smooth-bore auto salesman who sells a \$2,000 car to the man who does not own a home, because the auto man takes what should be a cinch sale, and a cinch pile of coin of the realm, out of the hands of the merchants for a long time to come.

Advertising.

To the untrained ear Advertising means black and white space in a newspaper. Not so. Newspaper space is advertising, but it is only one department of the advertising that the dealer must do in order to increase the efficiency of his business to the degree that is justified.

Advertising means the exploiting of the dealer's business in every legitimate way; it means that you use your papers intelligently; that you write interesting circulars; that you become acquainted with your trade; that you learn and list your prospects; that you install service giving helps; that you actively use those helps; that you mingle with your townspeople; that you secure their liking and respect, both personally and for your business opinions; that you reflect credit upon your business in every intelligent and practical way possible, to the end that you secure a miximum efficiency for your business; that you become a factor in the building, development, and improvement of your town and district.

That is advertising as it applies to the re-

tail dealer.

The old story of the dealer who advertised in the paper—"don't go to Brown's store to get skinned: come to ours"—is just as likely as not a true one. It is not a bit more unreasonable than for the dealer to run an inch in some corner stating that he is "Headquarters for hardware and stoves, paints, etc.," and think he is advertising.

So as to the large Waiting class, and the larger Fighting class, let us say "Get Busy, and get into the advertising." For right now in your town, you can hear the "Honk-Honk" that means that the money that should be going into your pockets, is being routed for Detroit or mayhap a dozen mahogany stained pianos are being moved into houses with leaky roofs.

Don't keep on saying—"When you need hardware and paint come and see me." The auto ad says that the machine is handsome, comfortable, fast, durable, economical, delightful, the picture bears out the statements, and the family shown riding in the car are all laughing happily.

"Go thou and do likewise."

### War and Business

By Harry Gale Nye



When that old chap Sherman said what he did about war he certainly spoke a mouthful. There isn't anything which can be said about war that quite covers its horrors.

But as Grover Cleveland once said, "It is not a theory but a condition which confronts us."

All the times of war people must give. Some will make sacrifices of blood and some will make sacrifices of treasure.

But the country must go on.

People will eat, drink, love, pray, die and laugh in spite of the war.

Business as usual.

This must be the key-note of every man in business in this country.

We must buy and sell because buying and selling keeps the wheels of all industries humming and it is on these industries the country must depend for its revenues.

These are not the times for retrenchments. These are not the times for talks about panics and financial stringencies.

Panics and financial stringencies are the result of nothing on earth but idle commercial gossip.

The financial character of a country can be just as easily ruined by slander as the character of a church alto.

Can the pessimism and buy and sell.

Business as usual is the slogan.

Talk it, live it, believe it, and it is true. The business man who talks otherwise is

injuring himself and the country at large. Soldiers must eat and wear clothes. Every factory in this country must run to supply their needs.

Farmers were never getting such high prices for their product since the beginning of time.

The man who tickles the ribs of nature with a hoe until she laughs a peck of potatoes is just as much a hero as the man who flies an aeroplane at the front.

The man who keeps his factory wheels buzzing to supply the things our boys need at the front is just as much a patriot as if he were wrapped in an American flag and leading a forlorn hope in France.

It takes all kinds of men to run a war and "they also serve who only stand and wait."

The man who draws in his business horns and holds tight to his cash now is not going to be duck high to an ostrich when the war is over.

The government is supplying Liberty Loan Buttons to stay home heroes who are putting up their dough and public opinion is going to supply white feathers to those who don't. The time for cheap patriotism is past.

But now and forever the man who sticks to his job and does his bit here at home is going to receive the credit coming to him.

These men who go to the front must be supported and the revenues of the government must come in.

The only way they can come in is to keep business as usual.

Can the nonsense. Can the pessimistic talk. Can everything but the attempt to do a little more work because there are a lot of fellows not working for they have gone out yonder to fight for that flag which has allowed you to pursue your peaceful way to a possible prosperity.

Business as usual.

#### ENTHUSIASM WINS

Enthusiasm is a compelling force. It stirs things up. It dispels doubt and creates confidence. It wins converts to any cause. No matter how difficult a task confronts you, if you are really enthusiastic in your desire to accomplish it, your work is half done when you begin. Enthusiasm wins wars. No nation has ever been successful in battle unless its soldiers have been enthusiastic fighters for their cause.

The Declaration of Independence was an enthusiastic expression of the enthusiastic sentiment of a united, enthusiastic people. This enthusiasm gave them power far greater than the proportionate power of their lethargic, slave-driven foe.

Enthusiasm in the results obtained and in the fascination of discovery is the secret of Edison's power and success. A child's wonderful educational advancement, comparatively speaking, is due wholly to the enthusiastic delight occasioned by the rapid succession of surprises and wonders unfolded as it takes each progressive step toward maturity.

Business is particularly adaptable to the practice of enthusiasm. The successful business must have enthusiastic co-operation between its various factors. To secure such enthusiasm it is necessary only that the head of the business possess it. It will soon radiate and inoculate the entire working force, for invariably enthusiasm is contagious.

#### STRINGS TO ORDERS FOR GOODS MUST BE ATTACHED TO THE ORDER ITSELF

(Copyright, by Elton J. Buckley.)

The following letter touches a matter of current interest in practically all trades:-

Several weeks ago I gave a Baltimore concern an order for certain goods, to be delivered within three months. The order was quite extensive, including several items on which I had figured out the market was due to advance. The order was given to a sales-man on a regular order blank which contained no conditions whatever. The salesman sent the order in and the house acknowledged it to me direct on a letter head on which was printed the following: "All orders contingent upon strikes, fire, acidents or delays beyond our control. All prices subject to change without notice." We did not notice this at the time, but found it when we looked the order up the other day. The goods did not come along when they should and as it looked like we were not going to get them. I wrote asking when we could expect delivery. The answer came back that they could not deliver at all, on account of "labor troubles in their factory." I wrote back that they had accepted a flat order from me, but they referred me to the letter hand with the condition they referred me to the letter head with the condition on it, and then I looked it up. Can they stand on the letter head? So far we have not gotten any of the order whatever, and if we have to go out in the market today and buy, we will lose all kinds on money. E. R. B. & BROS.

My judgment is that the Baltimore house cannot get away with this. The law has be-come pretty well settled on the point, particularly within the last three years, for as every reader hereof knows, trouble over contracts since the war started has been widespread.

There is a well known New York case in which a seller tried to do this identical thing. He put small type conditions on his letter head and then tried to cancel a contract on account of them. The court said he couldn't do it. "The language of the order is clear and explicit," said the court, "and this provision which is printed in small type, cannot be allowed to change it. It was not incorporated in the body of the order or referred to in it. Where an offer, proposal or contract is expressed in clear and explicit terms, matter printed in small type at the top or bottom of the office stationery of the writer, where it is not easily seen, is not necessarily to be considered as a part of such offer, proposal or contract."

If these conditions under which an order is taken are to have any validity, they must be a part of the order. For instance, in another case a seller printed the conditions right down beside where the parties were to sign their names. They were under a heading "Conditions on which the above Order is Given." that case there was trouble, and the buyer contended that he wasn't bound by the conditions because they weren't a part of the order, but here the court said they were, because they had been put where a wide-awake buyer would be sure to see them.

There is a lot of cases on the point. There is one in Illinois where the following words were printed on the extreme bottom of an order blank: "All sales subject to strikes and accidents." The court said these weren't part of the order and the seller must deliver without regard to strikes or accidents. So runs the law everywhere. As far as I know, all courts will hold today that the loophole conditions which so many sellers have relied on to let them out of a contract in case any one of a number of things happens, will not be enforced unless they are made a part of the order or contract at the time it was given. No scheme to work them into the transaction via a letter head, or even via an obscure part of the order blank itself, will be upheld any longer.

If I were advising a seller of merchandise how to incorporate his conditions in his contract or order blanks so they would protect him. I would tell him to incorporate them in the last paragraph before the signatures. To make sure I should put this heading over it: "This Order Given and Accepted Subject to the Following Conditions," and the conditions I should print in red ink. If it were done that way the conditions would be good against anybody who

signed the paper.

As a matter of fact, the feeling of all courts seems to be that these conditions are unfair to the buyer, and will therefore not be upheld except in the clearest possible case. They are unfair to the buyer because they furnish various methods by which the seller may escape from the contract, while they leave the buyer bound. How many sellers would allow a buyer to put the following in the order: "Goods not to be accepted if buyer has strike, or fire, or any accident which makes acceptance of goods impracticable at the time of delivery." Yet those loopholes are precisely what the seller reserves to himself.

#### A WINDOW WASHING SOLUTION

The inside windows of a store should be washed with tepid water and chamois leather -no soap or powder of any kind. Wipe this off dry with chamois, and polish with cheese-cloth. The outside is cleaned with the following mixture:

1 ounce pulverized whiting.

1 ounce grain alcohol.

1 ounce liquid ammonia.

Apply with soft cloth, after having sprayed the window to remove surface dirt. When this preparation is allowed to dry and is then rubbed off with a polishing motion, the surface of the window will be extremely brilliant, and it will remain so far longer than when washed in the ordinary way

If the window has become badly scratched. a filler should be applied consisting of an ounce of white wax dissolved in a unit of pure turpentine, this fills the cracks or scratches and

prevents dirt lodging there.



# Golf and Golfing

Some Things Every Merchant Should Know

EDITOR'S NOTE:—The enormous growth of the game of golf in the United States, particularly in the West, has prompted the Editor to arrange for a series of articles on the manufacture and materials used in golf clubs. The first article will be from the pen of Mr. William Burke, President of the BURKE GOLF COMPANY, and one of the recognized hardwood experts in the country. Mr. Burke has specialized on hickory and his first article will cover this subject. As thousands of hardware merchants handle sporting and golf goods, being a most excellent line to carry, these articles will prove helpful and instructive.

THE shaft has been truthfully said to be ninety per cent of the golf club. In other words, any player can use a poor head with a good shaft and play a satisfactory game. Give him, however, the finest modeled head ever turned out of any factory with a poor shaft and he is lost.

At the present time hickory is the material universally used for the shafts. Before the game became popular in the United States some of the shafts were made of ash. With the growth of the game in this country, however, experiments were made with various woods and hickory was found to be vastly superior to any other wood that grows. In consequence ninety-five per cent of the golf shafts in the entire world now come from the United States inasmuch as the hickory tree grows only on the North American continent.

There are only two or three kinds of hickory, out of the many that grow, that are suitable for golf shafts. Soft or porous wood or shafts that are "whippy" are practically useless. The wood must not be too heavy but must have a certain weight and a "steeliness" or rigidity that will stand repeated tests both in the rough shaft and when fully finished.

Every so often some one starts the cry that 'hickory is about exhausted and a substitute must be found.' Now let me say once for all that this talk is all nonsense. It means one of two things—either that the speaker is ignorant of the facts or that he deliberately states an untruth for some ulterior purpose of his own. In either case, if he occupies any position in the commercial golfing world his statements on all subjects should be turned over and examined carefully before being given any credence whatever.

In no case pay any attention to any stories of any alleged hickory shortage. It is really growing faster than it can be used for golf. By this is meant the kind of hickory timber that is properly useable for golf shafts. Forest growth hickory is disappearing but second growth is found through the entire Mississippi Valley and in the Appalachian Mountain system so that all apprehensions as to the visible supply of hickory may be set at rest.

However, when it comes to the supply of hickory ready for golf shaft use the story is an entirely different one. Only well seasoned, air dried hickory will yield a fairly good percent of useable shafts so that the actual golf shaft supply in any given year is indexed by the amount of foresight that is exercised by the manufacturers two or three years previous. It is this uncertainty, coupled with the enor-

mous increase in the game, that has caused the demand to far exceed the supply in the United States during the past two or three years. The same argument applies even though the game has been practically at a standstill in Great Britain and her colonies during the war.

The proper kind of hickory for golf shafts is procured at no small expense. Cost of the selection and seasoning are not inconsiderable and a million shafts in the rough material represent a heavy investment for any manufacturer to carry over two or three years. The turnover is slow and the waste heavy, and the price is, of course, high in comparison with ordinary lumber cost.

Although a golf shaft uses up but one-third of a foot of hickory, it is food for thought that of all the hickory growing in the United States and taking into consideration the entire amount of timber in the tree, not over one foot in each thousand under present methods of manufacture and selection will make a high grade shaft. This seems a startling statement to make, but it is nevertheless true. Not one tree in twenty contains golf shaft material and seldom is this material found outside of the eight foot butt cut. This does not mean that the larger trees are of no value as the tree from twelve to fourteen inches in diameter is the most valuable one for shaft purposes, even though the heart of the tree is not always useable for the purpose.

After selecting the trees, which I have found from experience must grow in a soil containing certain chemical properties. I have the butt log cut into squares about four feet long and one inch square. These are air seasoned on the ground at the mill for six months. I then cull them and ship the squares to the factory and store them under sheds where they are seasoned for nine to twelve months additional, great care being taken to protect the ends of the squares to prevent worms. squares are then culled again and are turned into the dowel and are again seasoned for ninety days, this time in a large, unheated wareroom. The dowels are then culled and the best material turned into rough shafts. These are stored in a large room kept at a certain medium temperature for several months longer.

Then the shafts are again culled and are ready to be turned into the finished product. Even then we find that the wood is not seasoned all the way through and many shafts have to be re-stored for additional seasoning.

It can be readily seen that this process is not only very tedious but far from inexpensive, and one does not need to marvel at the cost of a finished golf shaft.

### **National Retail Hardware Convention**

An annual event in retail hardware circles and one which is looked forward to as outlining the policy and giving expression to those principles which have proven successful, is the annual gathering of delegates representing many of the retail hardware associations of the country.

The 18th Annual Convention held in St. Louis last month will long be remembered as one of the most instructive and best meetings ever held.

From the time President Woodward called the Convention to order until the gavel fell for the last time there were no idle moments.

The Convention started off with a vim and a zest which has never been surpassed.

An Ideal Executive.

President Woodward, by the way, made an ideal executive. There is no waste of words. Every moment is utilized to advantage. Speakers are held closely to the subjects under discussion, and in this way opportunity was offered for every one who had anything to say to be heard. The delegates were there for business and with their coats and vests off they proved good workers. Reviews of what had been done gave place to what was being done and the plans for the future.

The reports of the various officers showed the association in excellent shape.

### St. Louis, the Ideal Convention City.

St. Louis proved to be an ideal convention city, especially for a hardware gathering. Its geographical position, as well as its reputation as the largest hardware distributing center in the world, naturally gave it this position. Its four big hardware jobbing houses and their representatives were ever ready to



make the visitors have a good time. The first note of welcome and greetings from the various jobbing institutions made every one feel at home.

Almost every organization connected with the National was represented by its Secretary, and while Secretaries are usually the busiest at a Convention, yet this was a time when each could



take a vacation and see how well Secretaries Corey and Sheets could do their work. They set a good example.

#### A Splendid Tribute.

An unusual feature in connection with the reception accorded the speakers and one that was especially fitting and proper was when E. C. Simmons, the Dean of the Hardware Jobbing Fraternity, entered the Con-

vention Hall.

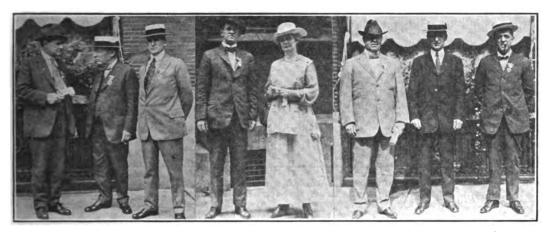
As soon as Mr. Simmons was seen walking up the aisle to the platform, without a suggestion from any one, the entire Convention arose en masse and remained standing until he had taken his seat.

It was one of those occasions when each felt that it was the thing to do and no one needed





Two convention delegates who always found Mr. Krueger interesting. R. W. Hattcher, the Chauncey Depew of Georgia, could entertain any one. Gus Albrecht of Louisville and J. J. Knutson and Mrs. Knutson and Mrs. Lomas of Iowa enjoyed all of the proceedings.



President Woodward, H. F. Krueger and Frank A. Bare were an interesting trio, and Mr. and Mrs. Lomas, Colonel W. P. Lewis, M. D. Hussie and William Brittell never missed a session.

any prompting. It was a heart tribute to this grand old man of the hardware trade that each instinctively felt.

R. W. Shapleigh of the Shapleigh Hardware Co., in a characteristic address extended the greetings of the National Hardware or Jobbers' Association.

Mr. Shapleigh is a



close student of all matters affecting the interests of the hardware trade, both wholesale and retail, and their institution has manifested a desire to co-operate with retail merchants in various ways.

Mr. Geller, President of Geller, Ward & Hasner Hardware Company, in an enthusiastic manner, welcomed the delegates and made them feel that St. Louis was honored in having them.

#### A Beautiful Singer.

And while Mr. Geller is an interesting speaker, yet it remained for his good wife to arouse the audience with her delightful singing. With Mrs.





Geller on the program representing the feminine contingent of the association, each lady felt there was nothing more that could be desired, for her charm of manner and delightful singing was one of the interesting features of the open session.

Many of the veterans of the association and



R. H. Ogie, Sales Manager, Shapleigh Hardware Co., E. E. Mitchell of Arkansas, W. J. Deering, Iowa; M. J. O'Neil, North Carolina; George Wooley of the Shapleigh Hardware Co., were glad to be "among those present." We promised not to print the names of the three men on the right who had such a good time with these ladies.



Three of the trade paper editors, Messrs. Warner, Kennedy and Shearman, evidently discussing the high cost of paper. Sharon E. Jones was never so happy as when in the presence of ladies. Fred Ruhling, W. L. Gumm, the peony king, and Secretary Corey. Corey is a much better looking man when he doesn't know his picture is being taken. Get him in his natural pose and he is the most smiling, good-natured fellow you can imagine.



H. W. Geller, of Geller, Ward & Hamer Co., who knows how to portray the beauties and advantages of his home city.

those who have worked so faithfully for its upbuilding were present.

Short addresses were made by James S. Kennedy of the Hardware Dealers' Magazine, L. S. Soule of Hardware Age and T. M. Shearman of the "Hardware World."

L. C. Abbott presented President Woodward with



a beautiful ivory and gold gavel.

W. P. Bogardus, the veteran of the retail hardware trade of almost a half century, was just as much interested as the youngest delegate.

M. D. Hussie of Omaha who was advanced to the position of first Vice-President, than whom



You would have to go a long ways to find a handsomer group of men than these nine. Even they themselves will not dispute it. Ask L. D. Nish, Secretary of the Illinois Association, C. N. Barnes, Secretary of the North Dakota Association, R. H. Ogle, Sales Manager, Shapleigh Hardware Co., Forest Secrest of Ohio, Tom Wall, Henry Squibbs of the American Steel & Wire Co., C. H. Casey of Jordan, Minnesota, C. B. Thomas of Griffin, Georgia, or Milo J. Thomas of Corunna, Indiana.





Mesdames Corey, Woodward, Campbell, Thorpe and many others when not attending the Convention found much to interest them in the St. Louis shops and stores.



President-elect Gamble of Montgomery, Alabama is a worthy successor to the many splendid men who have preceded him.

fellow workers.

none stands higher with the entire trade, had a grasp of affairs and



He was duly initiated at the banquet at the Planters Hotel when he un-locked the padlock and fell in the arms of a beautiful young lady.

H. F. Krueger of Neenah, Wisconsin, is another successful merchant and splendid association work er whose experiences all were glad to hear. He is



This double quartet tried very hard to get in photos where ladies were present, but this is as near as we dared let them for fear they would spoil the ladies' photos.



Mrs. H. W. Geller, one of St. Louis' most charming singers and fairest women. Her services are often in demand by various organizations and it is characteristic of her generous spirit that she is always willing to respond.



E. C. Hass and E. H. Schilling of Iowa, Mr. and Mrs. Beed of Oklahoma, L. E. Crandall, Sales Manager and J. A. Carroll, Advertising and Catalogue Manager of Simmons. Sharon E. Jones during the one time when he was not with the ladies. J. H. Dickbrader and J. G. Webber of Missouri with Mr. and Mrs. Burt Shanklin of Indiana were happy groups.



A few of the hardware girls at the St. Louis Convention. Just as men are grown up boys, so the ladies were every bit as fascinating and charming as any 16-year-old.

one of the big men of Wisconsin.

J. M. Campbell, of Bowling Green, Missouri, a c c o.m p a n ied by Mrs Campbell, whom he is willing to admit is just as good a hardware man even though she may be only a silent partner, were the center of attraction for their friends.

Sharon E. Jones, Colonel W. P. Lewis, Forest



Secrest, C. H. Casey and Gus Albrecht were on hand when there was anything they could do and contributed to the success of the Convention.

Secretaries Nish, Roberts, Sale, Barnes, Roberts, Scott, Jacobs and others who know how to keep their own associations alive and active, each took part in the convention work and gave in-



Handsome badges of Mississippi River pearl decorated with the National colors were provided for every delegate and guest.

teresting experiences.

Hamp Williams was eagerly listened to whenever he had anything to say, for the Convention





recognized Hamp as a man who speaks from a long and successful experience, both as business man and citizen. There is (Continued on page 82)



F. B. Boyce, Wellsville, New York; J. M. Campbell, Bowling Green, Missouri; Mrs. C. H. Robinson, Springfield, Illinois; Mrs. J. M. Campbell, Bowling Green, Missouri; Hugh C. Ross, Jackson, Tennessee; Curtis Morgan, Columbia, Mississippi; Mr. and Mrs. R. L. Sweetnam, of Arlington, Illinois; Mr. and Mrs. P. T. Lampert, Kankakee, Illinois; and Mr. and Mrs. Fred Ruhling, of Chicago, Illinois, all added much to the interest of the convention.

# Interesting Address of E. C. Simmons

At the Convention of The National Retail Hardware Association, in St. Louis, June 12, 1917

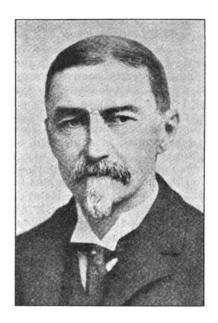
On September 21, 1839, a young fellow came into Frederick, Maryland. He was a stranger and was entirely devoid of clothing, but they did not throw him out, because he weighed only nine pounds. That young man has been invited to address you today, and I noticed that when your President invited me to speak, he also added, in a most pleasing tone of voice, "You need not speak more than five or ten minutes"—which I took to be a hint that I must not talk too long.

In a case like this I feel a good deal like the colored brother. A gentleman met him on the street and said to him, "Why, Zeke. I did not know you were a preacher." He said, "I am not a preacher." "Why, didn't I see you in the pulpit last Sunday?" "Oh, yes sah, I was in the pulpit, but I am not a preacher—I am only an exhorter." "Well, Zeke, what's the difference between a preacher and an exhorter?" "Well, the preacher he haf to stick to the text, but the exhorter, he can ramble around."

Now, my friends, I propose to "ramble around." There are so many things to talk about at the present time—so many that are intensely interesting—so many upon which perhaps your minds are more or less concentrated, it is rather a difficult problem for me to know just what subjects to talk on. I could easily tell you what I think in regard to further advances in prices; also as to what is going to happen after the war, as related to the prices of the goods that we all sell. I might perhaps tell you how to raise boys, as I have had some success in that line-or at least I think I have. I might tell you what most assists longevity or prolongs life in the way of scientific and intelligent eating; but it has occurred to me that perhaps you would like to hear some little about my personal experiences since I first commenced the hardware business -nearly sixty-two years ago. Therefore, while I know it is in bad form to use the personal note in an address like this. I ask you to excuse it on the ground that it is only used because it may be more interesting to you, or quite as much so as other topics.

#### Cut Out for a Salesman.

Quite early in life I imbibed the idea that I was cut out for a salesman—which I regard as the most important duty in the contact with business. While I was quite a lad—not more than twenty years of age, and being devoid of hair on my face I looked younger than I really was—I went to Mr. Levering, my employer, and asked to be made a salesman. His reply



was brief and to the point. He said, "Tut. tut, wait four or five years for that yet—you are not old enough." I knew him so thoroughly that I felt it would be a mistake to discuss the question any further. About two months later, I said to him, "Mr. Levering, I should like to carry the store key instead of the porter carrying it." He said, "What do you want to carry the store key for?" "I want to do more work than I am paid for-I want to do more work than anybody else-I want to get down earlier than he does." He said, "What time does the porter get down?" I replied, "7 o'clock." He said, "What time do you want to get down?" "6:30," I said. He said, "All right, if you feel that way about it, you can carry the key"-and he so ordered it. The lock on this door was an old English lock, wrought iron, and the key was fully eight inches long and very thick and heavy. It was necessary to have a sole leather case made for it to keep it from wearing out my pockets. The reasons for my wanting to carry the key were as follows:

In those days there were no railroads west of the Mississippi River. The merchants visited St. Louis twice a year to make their purchases. Traveling salesmen were entirely unknown or unthought of. These merchants would come by boat. Usually they would arrive at night and go to the hotels—all four of which were situated within two or three blocks of our store. The earliest breakfast hour was 7:30. I figured that these men would be awak-

ened by the noise in the streets—the drays running over the rough boulders—and being in a strange place would be unable to sleep late and would get up long before breakfast—would go wandering around, and perhaps I could meet some of them and sell them something before they had had their breakfast.

#### My First Customer.

The first morning that I carried the key I was down bright and early and on the lookout for merchants. Pretty soon one came along, or a man who at least looked like a merchant. He stopped when he saw a golden anvil over our door and a pile of grindstones by the downspout. I approached him—said "Good morning!" and he replied in a pleasant way. We got to talking—I told him my story, and said I had a dear old mother to support—had very little to do it on, and I was anxious to become a salesman; in other words, I put the plain simple facts before him as modestly as I could. I asked him what his business was and he said he was a merchant in Rolla, Mo. In a little while he said, "Why, I have a little 'jag' of hardware to buy, and I will just buy it from you, young fellow, to give you a little encour-My name is Joseph Campbell of agement. Rolla, Mo." He came in and I sold him a nice bill. That was my inspiration—that encouragement which he gave me did me more good than any other one thing that I remember in my business career. I felt stronger—I felt more confidence in myself—I was more self-reliant. Mr. Campbell remained my fast friend for more than twenty-five years, buying every dollar's worth of goods in our line from me—paying cash for them, and never permitting anybody else to wait on him.

#### Teach the Boys.

There is a pretty good lesson in this I think for boys of the present time—particularly that feature that I wanted to do more than I got paid for, and here let me make a plea for the boys in your store. I wonder whether you are teaching them as you should. I believe it is a moral obligation on your part to teach the boys you employ as much as you possibly can about the business—all about the goods—why this item is better than that—why this thing is nerfeetly good and cannot be excelled in quality just how to talk to the customers to make them welcome—make them feel at home. My observation leads me to believe that things of this kind are too much neglected, and I think it would be a good investment if more attention were given to this subject. It seems to me as though the merchant who employs a boy when he is quite a youngster—when he is still very much of a boy—always remember him as a boy, no matter if he reaches the age of thirty or thirty-five years—he is still a boy to that man. He treats him too much as a boy, instead of a grown man, and perhaps does not compensate him quite as much as he would if he had never employed him until he reached the age of manhood. A little encouragement in the way of higher compensation, properly done, would oftentimes be an inspiration; therefore, if you could find a twenty-five or fifty dollar note to give to some faithful clerk on January 1st—one who has improved during the past year, who is showing great interest in the business, and making himself more valuable, it would be money wisely expended, and perhaps would have a greater influence than if you advanced his wages five dollars a month—which would make \$60 a year; whereas, giving him fifty dollars in one lump would impress him as a very large sum of money.

#### Buying Goods in War Times.

Among my experiences during the time of the Civil War was a trip to Cincinnati, which came about in this way: When the war first broke out, we were all "shocked"—business was flat and dull, and we would have been willing to sell most anything we had at less than cost. Inside of three or four months we realized that not 5% of the people of the United States were engaged actively in the war. Previous to that time, we had been importing our goods largely, and that importation ceased. The goods became very scarce, but one house in Cincinnati—who was very rich, had realized the situation—sent eight of their buyers to the factories, and had them stand over the production every day and ship the goods out to them, so that they had an enormous stock. I gathered up \$25,000—went over there and invested it in goods at high prices—shipped them over to St. Louis, with my own shipping tags on them, so that people would not know where they came from. My. large St. Louis Competitors—Shapleigh & Co. and Child, Pratt & Fox-were very short of these goods—in fact, entirely out—and they were very glad indeed to buy them from us. They wondered where we got them; therefore, we sold them out very soon, at excellent profits. Among that first lot of goods were 100 dozen cotton cards, made in Worcester, Mass. I paid \$3.00 a dozen for those in Cincinnati-I had formerly been buying them at \$2.00 a dozen,—I sold them at \$5.00 a dozen, and sold them almost immediately, as cotton cards were in great demand in the South. In less than three weeks, I gathered together \$50,000went back to Cincinnati and repeated that experience — shipping over another hundred dozen cotton cards. This time they charged me \$4.00 a dozen for them, but I sold them quickly at \$6.00 a dozen, and from that day to this I blame myself for not having asked \$6.00 a dozen for the first lot. That was an exceedingly valuable lesson to me, and has lasted through these many years; i. e., that I should get what goods are worth.

I have been fortunate in having quite a varied experience. I have been a retailer—

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doing probably the largest retail hardware business ever done in the United States; a wholesaler, as you know, and in a limited way, a manufacturer, as we have hundreds of thousands of dollars now invested in factories, in which we own the controlling interest. This varied experience perhaps has ripened my judgment to some extent, and I have found it very valuable to the S. H. Co. during this unusual period of business conditions brought about by the war. I thoroughly believe that present prices have come to stay for some time, or that there will be still higher prices. I expect there will be a good many advances between now and January 1st, and that there will be no declines.

#### Methods of Accounting.

I call the attention of the gentlemen here to the necessity of having good methods of accounting, so as to know their business and know exactly what they have—know just what they have made, and if they have not done well, to find out just why they have not.

I particularly advise you all not to abuse the cash discount matter. If you want to pay your bills and get 2% off in ten days, you should always pay them in ten days, and not take twelve or fifteen days, and then expect to get your cash discount, because that is not the agreement. If I had my way about it, I would rather nobody who buys goods of us would discount their bills, providing they paid promptly at the end of sixty days, because 2% off in ten days is equivalent to loaning money, or rather paying interest at the rate of 14% per annum. I think that any man who does not discount his bills at the present time, and does not take advantage of this 14% is not doing a successful business and is in dangerfinancially speaking. Referring to our house, we have always discounted every bill that was discountable in ten days, since the business was incorporated—January 1st, 1874.

I strongly recommend that you avoid price cutting: be friendly with your competitors and cultivate their good will. Don't start a pricecutting game—it is very unsatisfactory and almost invariably unprofitable; in other words, I consider it bad business. Good salesmanship consists in making friends—the ability to make friends. It is a very justifiable ambition to try to make people like you, if you do it in a dignified way. I have followed that course all my life and I am still using every laudable effort and adopting every worthy method that is dignified and straightforward to increase the number of friends I have among the hardware dealers of the United States, because I feel a sense of gratitude to the retail hardware merchants that I can never repay. I am indebted to them for the success of my business life. They have been patrons and good friends of mine for more than half a century, and therefore I am now remaining somewhat active in the business

with the honest and faithful intention of putting more good into it than I take out of it for the rest of my life.

While advocating that you should refrain from cutting prices, I do not mean by that to go to the other extreme and have agreements with your competitors for fixing prices which are supposed to be regulated by competition. We do not believe that is good business. Our house has never had an agreement with any other house for the regulation of prices.

#### Meeting Catalog Competition.

A great deal has been said about catalog house competition, but I think the most effective way in the world to meet that and to kill it is the effort to be made by the retail dealer right in his own home and his own store. The jobber or manufacturer cannot do anything with it at all, but the retailer can if he pleases. I have in mind one case where a good merchant and his wife have shown their ability to make friends and to interest people—to be agreeable to them and to mix with them, and they have cured all the catalog house buying. It is not hard to do when you once get your plans well laid and simply have a good vehicle to go around in.

I wish I had time to tell you about the war. I keep as well posted on that as I possibly can. The next question is—How long will it last? I do not think anybody knows; but if you will turn to the Bible and read the Book of Revelations 13th chapter, or the Book of Deuteronomy. 28th chapter, you will get from those some very valuable information, and as I construe the wording of the 13th chapter of the Book of Revelations, and if that applies to this war-which a great many people think it does -it means to say that this war will cease about February 1st, 1918. Please don't understand that I indorse that idea or that I believe in it; I do not—I simply call attention to it because there are a great many people who do believe in it.

I sincerely hope you will all call at our place of business—9th and Spruce. I assure you we will be delighted to see you. We will also be very glad to see the ladies whether with a gentleman or not. Our automobiles are here at the hotel all the time—subject to your call—to take you to our place and bring you back. All you have to do is to go to head-quarters—which is plainly marked in the hotel—and ask one of the men in charge to send you down to the store.

#### Enthusiasm Necessary.

Another word as regards salesmanship, because I believe that is the most important thing connected with the hardware business. Salesmanship is a great profession—and I use the word "profession" in the strict sense of the term. The slogan of the best salesman is "Enthusiasm." Enthusiasm is the zeal that puts zero in competition. Cash can buy goods

at any time, but it takes enthusiasm to sell them in a large way. One result getter—one optimist—one enthusiastic "live wire" can do more to "ginger up" an organization than any other influence that I can think of. Enthusiasm is the earnestness of purpose and eagerness to occupy the front seat. Life is one continued strife or battle. Competition is always alert and never sleeps. It's the wise salesman who studies his work—who plans his work and works his plans.

I believe that a man is a success as a salesman in proportion to the amount of work, study and enthusiastic effort that he puts into his business, which always must be coupled with integrity of purpose and deed. I have never known a man who possessed these qualities to fail in whatever he started out to do. Men who are making good as salesmen today are men who do things that keep them in the proper mental attitude to sell. The mind has a vast amount to do with the body. If the mind is clear, healthy and free from stains, it is a great contributor to physical effort and helps wonderfully in producing success.

#### May Well Feel Proud of His Sons.

Before closing this address, let me say—and I ask you again to excuse the personal notethat I have been marvelously blessed by having three sons who are good men-very good men indeed, with no bad habits. They are also unusually fine merchants-absolutely fair, and possessed of the most rock-ribbed integrity and fidelity to truth and honesty. When these children came to us, I made up my mind to try my best never to do anything I would not want to see them do, so that they have been an inspiration and support to me in that endeavor. They have been managing the business for the last eighteen years. I have had nothing whatever to do with the active management of the business—I simply stay around as a helper, and -in a certain sense-make it a "plaything." I know of no better way to give you a proper insight into my ideas in regard to those sons than to recite to you Whittier's beautiful poem called

#### "The Bridge Builder."

An old man going a lonely way, Came in the evening, dark and gray, To a chasm vast and deep and wide.

The old man crossed in the twilight dim, The sullen stream had no fear for him, But he turned when safe on the other side And built a bridge to span the tide.

Said a fellow pilgrim standing near, You are wasting your time in building here. Your life will end with the close of day, You never again will pass this way. You've crossed the chasm deep and wide, Why build you this bridge to stem the tide? The builder lifted his old gray head, And turning to his friend he said, "There follow after me to-day, Three youths whose footsteps pass this way.

"This chasm which was as naught to me,
To those good youths may a pitfall be.
They may not be able the tide to stem,
Good friend, I have builded this bridge for
them."

(Continued from page 78)

but one Hamp and he fills the bill in every way.

Charles Williams of Illinois, a friend and associate of John D. Rockefeller, was one of the youngest men in the bunch. His fund of anecdotes and experiences were always worth while.

E. M. Bush, the handsome Indiana merchant prince, was always to be



found where the ladies congregated, with whom he seemed to be a favorite.

P. J. Jacobs, the live Wisconsin Secretary, with his beautiful daughter, added much to the pleasure of the meeting.

Senator Stebbins, another young pioneer who

was elected President of the National when it was first held in St. Louis, got much enjoyment out of the meeting.

E. C. Haas of LeMars, Iowa, with Mrs. Haas, are always interested listeners and helped contribute to the success of the Convention



W. J. Hungate of Indi-



ana, J. H. Lee of Michigan, Henry Borklund and S. S. Reed of Oklahoma were a quartet who were ready "to do their bit."

The Carolinas were represented by the original and only O'Neil whose native wit, coupled with his sound business advice and experience, added to his fame and prestige.

Fred Sturner, a boy



delegate from Port Huron, Michigan, and Messrs. Nibert. Harlan, Hoffman, Schilling and Shanklin were in evidence when they were needed.

C. B. Thomas and Milo J. Thomas, not brothers, no relation, hobnobbed together.

'Tom Witten, the man who put the Trenton idea on the map, as well as





gave it a wide circulation, and yet who modestly disclaims any credit therefor, was always sure of an audience.

R. W. Hattcher of Georgia upheld the reputation of the South for its wonderful oratory.

E. E. Mitchell, W. J. Deering, Sharon E. Jones, J. H. Dickbrader and F. C. Thorpe were on the job

and renewed many friendships.

Messrs. Becherer, Pauly and other St. Louis hardware men were kept busy day and night and yet it was a work of love in which they took delight in seeing that every one was well taken care of.

The St. Louis Association deserves great credit for the way in which the Convention was handled.





Ladies Regular Attendants.

If hardware men are but boys grown up, surely ladies who attended the Convention were a bunch of lively and interesting girls, and if such a thing were possible, they enjoyed the Convention more than their husbands. Those who get the habit of attending never miss one.

#### Mesdames Corey and Sheets proved able Assistant Secretaries to their husbands.

Mesdames J. M. Campbell, C. H. Robinson, Charles T. Woodward, C. A. Knutson, F. D. Lomas, R. L. Sweetman, T. T. Lambert, Fred Ruling, S. S. Reed, Bert Shanklin and many others were the center of attraction wher-



ever they were.

atten-

#### Manufacturers' Representative

President Fayette R. Plumb of the American Hardware Manufacturers' Association, and N. R. Gladding of E. C. Atkins & Co., a former President of the Association, ably represented the manufacturers, and their interesting and helpful addresses

commanded close

We shall have more to say with reference to some of the addresses delivered and the work accomplished in subsequent issues.

A magnificent banquet was tendered by the manufacturers and jobbers of St. Louis, the Executive Committee of arrange-



ments being composed of representatives of the four hardware jobbing houses. Messrs. R. H. Ogle of the Shapleigh Hardware Co.; L. E. Crandall of the Simmons Hardware Co.; H. W. Geller of Geller, Ward & Hasner Hardware Co.; and O. W. Witte of the Witte Hardware Co., having the matter in charge. It was a success in every way.

#### I DIDN'T THINK

"I didn't think" destroys thousands of lives and millions of dollars' worth of property in this country every year.

in this country every year.

"I didn't think" is always the reason for two trains going at express speed trying to pass each other on the same track.

"I didn't think" makes a hundred times more hell in this world than does "I did it purposely."

"I didn't think" is the cause of the majority of life's slumps and business failures.

Business is the science of Human Service.



# Salesmanship—By Suggestion

Salesmanship Is the Development of Additional Business Without Additional Expense. Absorb
Ideas and Make Use of Them. Trained Observation Makes the Most of Every
Opportunity and Brings Out the Latent Desires of Those
With Whom it Comes in Contact

THOUSANDS of cups of coffee are sold daily in restaurants because waiters have been taught to say, "Coffee. sir?" or, "You wish coffee, of course."

#### Food for Thought.

Why should these few words bring dollars jingling into the restaurant till? Simply because the average human being is so constituted that mere mention of one of his creature comforts arouses the desire to possess it. A suggestion of coffee to one who habitually, or even occasionally, drinks the beverage, nine times out of ten will result in an order. It is very easy to say, "Yes," when that answer seems to be expected and all one's inclinations point that way. Suggestion has caused the downfall of many a New Year's resolution. In it lies one of the prime essentials of good salesmanship.

Developing Sales Ability.

The salesman in any line who can size up his prospect and suggest something more than has been ordered—something that would logically accompany the order or that he knows from experience interests that individual—is bound to go farther along the road to success than his less intuitive brother.

Roy Soule once said he entered a store between trains and explained to the proprietor

whom he represented.

"No time to waste with trade paper men,"

said the proprietor.

"Now, just wait a minute!" replied he. "If I can prove to you that your salesmen are robbing you right and left, will you listen to me?"

Immediately the hardware dealer was all attention. He called his salesmen and ex-

plained the accusation.

"Now prove it," said he.

"Very well; show me your brightest clerk."

#### One Method of Selling.

A young man was called from his perch on

a stepladder.

"Now," stated Mr. Soule, "I wish to hear this young man make a sale. Then I will demonstrate how you are being robbed."

Soon a customer opened the door. "I want

a \$1 pocket knife," he announced.

"Very well," replied the bright young man. "Here are the samples. That is a very good knife. This is the very best at the price. It is guaranteed and will last as long as you have any need of it. You could not do better." And so forth along the same lines.

"I will take it," said the customer.

Mr. Bright Young Man immediately tore off a piece of paper, wrapped the knife, handed it to the man and sent the cash carrier flying for change. Meanwhile he commented on the beautiful weather, prospects of more beautiful weather, condition of crops, the customer's family and current news.

The change arrived, was handed over, and, with a cheery invitation to call again, the customer was shown out of the store. A speedy

transaction.

Real Salesmanship Demonstrated.

"Now," said the proprietor, "can you show me any salesman who could dispose of a customer in a better way than that?"

"Indeed, yes," replied he. "That young man just robbed you. Let me take the next

customer.''

When Number Two entered, Mr. Soule advanced to meet him, and politely inquired his wishes.

"I want a padlock," declared Mr. Man.

Out came the board of samples. Various makes and sizes of padlocks were shown, and finally a decision was reached. Now, instead of wrapping up the package, he reached below the counter and brought up a hasp.

"You will need a hasp for your padlock," he said, displaying it. "This is a very good

one."

From the hasp, they advanced to hinges and other necessities for fastening a door.

Mr. Soule had noticed on entering that a package of patent fishing rods stood in the rear of the store.

"Are you a fisherman?" he asked, after all possible needs on the barn door had been anticipated.

"Yes, indeed," replied the customer.

"Then this new stock of rods which arrived today will interest you."

Leading the man back to inspect the rods, he entered into a spirited discussion with him, and soon made a sale.

From the small opening given by a padlock inquiry sales amounting to approximately \$25 were made before the customer left the store.

"There," said Mr. Soule, showing the result of his salesmanship, as compared with that of the firm's representative, "is how your salesmen are robbing you every day."

#### More Business-No More Expense.

This story illustries the value of salesmanship—the creation of additional business without additional expense. Doubtless the bright young man would have been perfectly willing



to suggest accessories or auxiliary purchases to his customers, but such a course had never been brought to his attention, or, if it had, the matter made no impression. Thenceforth both proprietor and employes had a different idea of their work and its possibilities.

#### Developing Observation.

Very few of us are beyong learning. "Live and learn" is an axiom followed willy-nilly by all who inhabit Mother Earth. However, the extent of this learning depends largely upon ourselves. It behooves the progressive business man, both employer and employe, to keep his eyes open, notice developments among other members of his trade and try out the best ideas gleaned from outside sources as well as his own Accept suggestions as well as pass ideas. them on.

Overdoing Suggestive Method.

There is a limit, however, to everything, and in using the suggestion the limit should be placed where imagination begins to work. It is very easy to run just a trifle off the path of truth in description and exaggerate good qualities or superiority. This practice is being largely done away with. None of the betterclass merchants permit misrepresentation, but there are a few cases (be thankful they are few) where the poor salesman is told to be strictly honest and yet sell goods which he could not conscientiously recommend. He is in somewhat the position of the negro youth concerning whom Senator Luke Lea tells the following story:
Honesty with a Kink.

"A young colored boy in Alabama was caught in a theft and sentenced to a short term in the penitentiary. On his return home he met an acquaintance, who asked, 'Well, what did they put you at in the prison, Rastus?'
"Dey started in to make an honest boy

out'n me, sah.'
"'That's good, Rastus. I hope they succeeded.'

'Dey did, sah.'

"'And how did they teach you to be

"'Dey put me in de shoe shop, sah, nailin' pasteboard soles onto de shoes, sah.' "

Here was suggestion. The lips said, "Honesty is the best policy." The hands gave it the The most powerful would triumph in the

This illustrates the sad state of some excellent salesmen. They are told to be honest, are expected to be honest, and yet are made to sell goods which they know do not live up to representation. Neither the merchant nor the salesman profit by sales made in this way. store gains a lower reputation, the proprietor is at fault and the unfortunate salesman gains the opprobrium of all to whom he has misrepresented goods, or suggested new lines.

The Never-Failing Policy.

Rather let suggestion lead to higher things. A good line, good, honest talking points and courteous salesmen will sell higher priced arti-Quality rather than price should be the watchword. Quality in lines carried, quality in display, quality in advertising and quality in salesmanship mean quality in results. The salesman may not analyze his success, but it is usually founded on suggestion. Back up suggestion with honest dealing. It pays.

#### MEN TEMPERED BY EXPERI-ENCE

Tempered steel is sought by all who desire the keenest edge and toughest wear. No wise artisan would think of using tools that have not been well-tempered. To temper steel requires many hard knocks. The more it is

pounded the better it is tempered.

Every man in this modern, strenuous age, is subjected to many hard knocks and the successful ones are those who are tempered by these knocks and "take it like a good piece of steel and come off the anvil with a better temper and keener edge." The failures are like dross metal; they break under the hammering and become waste material to be used only in emergency and then only until better material can be found.

Employers, today, want men who are tempered by the hard knocks of experiences through which they have passed. Courage, patience, and application are necessary to enable a man to stand up under the hammering process to which all are subjected in gaining business experience. When he is fully tempered he has a keen edge and is able to cut his way through all obstacles.

In business or in society every man is pitted against all others in the race for leadership, and the prize goes to the man who, like good steel, has the keenest edge.

#### CHINESE MARKETS FOR HARD-WARE

The Chinese are trying out some of our hardware lines now and it is a very important matter that we make a good impression. We want to hold on to some of that trade when our

old competitors get back into the fray.

To add to the general understanding of the situation, our Commercial Attache at Peking has prepared a detailed report on the hardware business in China, with chapters on Korea and Japan. It is the seventh of our series on the hardware markets of the world, and one of the best of the lot. If you are interested in the hardware trade in the Far East you will need this report.

There are 145 pages in the bulletin, many of which are devoted to discussion of the general factors governing the trade, although the greater part of the report is given over to detailed analyses of the markets for each class of hardware. A copy may be had by addressing Superintendent of Documents, Washington, D. C., and enclosing 25 cents.

#### SOME APPARENTLY GOOD BUSI-NESS CONTRACTS WHICH ARE REALLY WORTH NOTHING

(Copyright, by Elton J. Buckley.)

Every hour some business man is being induced to sign a contract—sometimes large interests depend upon it, too-which is wholly void for want of definiteness. It is unenforceable because there is no way, to enforce it. A lot of things are promised which are stated so indefinitely that they simply could not be carried out. The victim discovers this when it is too late.

This kind of contract is not always written; it is very often verbal.

The matter is brought up by the following letter, which comes to me:

Wheeler, Wash.

Dear Sir:—On December 14, 1916, a representative of the Factories Merchandise Co., of Chicago, called on me and induced me to sign a contract with them for one year. I paid him \$25 and signed two notes of \$37.50 which were to be eliminated by extra discounts on goods bought. Clause 5 of this agreement reads: That the net cost shown in our price list to merchants will enable said firm to meet the general current prices of mail order houses on like merchandise with an average profit of from 10 to 35 per cent.

They sent a catalogue to me and I compared it to

the Sears, Roebuck catalogue and found the prices laid down in many instances higher than those of Sears,

Roebuck.

Another part of the agreement was that they send 100 catalogues to me to be distributed to the trade. These prices they represented to me would compare with Sears. Roebuck and allow a good commission to me. After comparing the catalogues I wrote to the Factories Merchandise Co. asking that they cancel my contract and deduct from my cash payment of \$25 all expense that I had caused them and return the balance with my notes. Also I asked them not to send the 100 catalogues. This they refused to do; stated they were getting out my catalogues and would ship them at once.

I have not received the catalogues, so could not do

business for them if I wanted to.

(Signed) EDGAR DRY.

I am told that this scheme is not new. Several concerns are using it—purporting to sell retailers goods on a basis which will enable them to compete with the ever-present mail order houses. It is a good enough scheme if it will work, for there is hardly a line of merchandising today that is not feeling the influence of the mail order houses.

Let me say in the beginning that this correspondent is probably out the \$25 cash he has already spent, and the value of the two notes, which will almost certainly be endorsed to some third party, who will proceed to collect them without regard to whether the correspondent would have a good defense if the Factories Merchandise Co. had kept the notes and itself tried to collect them.

Now in my opinion this is one of those attractive contracts which, when analyzed, proves to be almost if not entirely unenforceable. Mr. Dry would get nowhere if he tried to enforce it, because there are so many holes in it—so many ways for the Factories Merchandise Co. to escape, if it wanted to escape.

For instance, the offer is to sell goods to the merchant so "that the net cost shown in our price-list to merchants will enable said firm to meet the general current prices of mail order houses on like merchandise with an average profit of from 10 to 35 per cent. Here are some of the holes:-

1.—The "general current prices" which the merchant is to be enabled to meet would be held to mean the staple prices, not the special prices on drives, which are the very prices that

competing merchants want to meet.

2.—To meet the general current prices "of mail order houses." What mail order houses! Not necessarily all, and not necessarily the very ones you want to meet.

3.—"On like merchandise," opens the door wide to comparisons and arguments on all sorts of merchandise which would never get any-

where.

4.—"With an average profit of 10 to 35 per cent" means nothing. "From 15 to 35 per cent" is not an "average," to begin with. and with the minimum and the maximum so far apart, and no attention being paid to the cost of doing business in the individual case. and the Chicago concern being careful not to say "net" profit, it would be totally impossible for anybody who signed this contract to pin the Factories Merchandise Co. down to anything specific in a given case. I never heard of this concern before, and therefore am unable to express an opinion as to whether it knows of these holes in its contract. From the buyer's standpoint, however, the whole transaction is so loose that it would probably shake apart the minute somebody began to lean on it.

It is very, very foolish to pay in advance for

a scheme like this.

Courts try hard to enforce contracts which some trusting individual has depended on, and possibly invested money in, but very, very often they are compelled to say, as one court did the other day, "We would not know where to begin to enforce this agreement.'

For instance, a concern that made a business of auditing freight bills and collecting freight overcharges for shippers found in one case what it thought was an overcharge amounting in three or four years to several thousand dollars. It charged a monthly fee for its auditing work, but when it uncovered this possibility of recovering this large amount one of the firm went to the shipper and said, "See here. If we get this back, we think you ought to pay an extra fee, say 10 per cent of all we get." The shipper was pleasant and reassuring. "You leave that to us," he said. "We'll take care of you." The auditing concern was successful in collecting a large sum, and called on the shipper to make good his promise. "We don't feel that we owe you anything," he said.

"That was part of your monthly service." The auditing concern went indignantly to its lawyer, but was advised that the shipper had made no enforceable contract to pay it anything extra; that it should have insisted on a written agreement.

A wholesale concern called one of their salesmen in one day and said they were thinking of giving him a bonus if he sold a certain amount of goods in the year. The year passed, the certain amount of goods was sold, and the happy salesman went in one day to collect his bonus. "What bonus?" "Why the bonus you said you were going to give me if I sold so much." "We never offered you any certain bonus; we did think about it but we changed our minds." The salesman, resting under a strong sense of outrage, consulted counsel, but was told at once that there was nothing to sue for. Even if they had made a definite promise, it would not have been enforceable without an amount being stated.

"Put it in writing so I can see how it looks," is a good rule for these verbal promises. And as for the written ones, before you sign one, study it a bit to see how you would go to work to enforce it. Unless the man you are dealing with is binding himself to do a definite thing in a definite way within a defi-

nite time, don't sign the contract.

#### BARROTT'S SAVING PLAN

E. Barrott, at the close of his annual address as president of the Indiana Association, explained a weekly savings plan which his firm had worked out.

A customer is given a card, similar to the one reproduced below, and each week he is urged to deposit the sum marked in the square for that date. When this is done, the corresponding amount on the card is punched out. The items opposite the figures are suggestions for prospective purchasers.

Each individual keeps a card as his record, and the Barrott store keeps one for its record. The latter is of a different color. punched the two cards are held together, and any attempt to punch out a card dishonestly could be immediately detected by observing whether the store's card and the customer's are punched alike and in the identical place.

Mr. Barrott reported this scheme to have been very successful and urged dealers to give

it a trial.

Men who work with the hands and those who find work for hands to do should feel that ties that bind them together are stronger than temporary day wages.—Thomas Carlyle.

Mar 4 25c 25c	Mar. 11 50c 75c	Mar. 18 75c \$1.50	Mar. 25 25c \$1.75	Apr. 1 50c \$2.25	Apr. 8 75c \$3.00	Apr. 15 25c \$3.00	Apr. 22 50c \$3.75	Apr. 29 75c \$4.50	May 6 25c \$4.75
Granite- ware Tinware Hammer Hatchet	Aluminum- ware Flashlight Lantern Watch	Kitchen Pump Food Chopper Razor	Wash Boiler Bread Mixer Oven	Saw Flour Retainer Carpet Sweeper	Grindstone Washing Machine Lawn Mower	Rifle Oil Heaters Corn Grinder Wringer	Wood Heater Cistern Pump Wringer	Revolver Oil Heater Wood Heater Wringer	Safety Razor Shot Gun Sink Pump
Sept. 23 75c \$15.00	Heating Stove Rifle Shot Gun	E. BARROTT & SON'S						Grindstone Ladder Wringer and Bench	May 13 50c \$5.25
\$14.25 50c 50c	Heating Stove Shot Gun	WEEKLY SAVINGS PLAN  To Buy Your Next Winter's Necessities  A small deposit each week buys a Heating Stove,						Lawn Mower Lard Press	May 20 75c \$6.00
Sept. 9 25c \$13.75	Bicycle Heating Stoye	Range	or any ot	Lawn Mower Shot Gun Rifle	May 27 25c \$6.25				
Sept. 2 75c \$13.50	Bicycle Heating Stove Shot Gun	This is to certify that E. Barrott & Son fully guarantee the full value of this card in merchandise to						Lawn Mower Heating Stove	June 3 50c \$6.75
Aug. 26 50c \$12.75	Oil Stove Small Heating Stove	time of o	leposit. The cipator to E any time a med in mer	Lawn Mower Force Sink Pump	June 10 75c \$7.50				
Shot Gun Oil Heater Heating Stove	Heating Stove Shot Gun Refriger- ator	Cook Stove Sink Pump Shot Gun	Cook Stove Heating Stove Shot Gun	Wood Heater House Pump Shot Gun	Lawn Mower Vacuum Cleaner Shot Gun	Lawn Mower Heating Stove Shot Gun	House Pump Heating Stove Shot Gun	Heating Stove Lawn Mower Shot Gun	Lawn Mower Shot Gun Refriger- ator
Aug. 19 25c \$12.25	Aug. 12 75c \$12.00	Aug. 5 50c \$11.25	July 29 25c \$10.75	July 22 75c \$10.50	July 15 50c \$9.75	July 8 25c \$9.25	July 1 75c \$9.00	June 24 50c \$8.25	June 17 25c \$7.75

# One of America's "Grand Old Manufacturers"

#### Celebrates 70 Years of Service in One Business

Walter M. Aikman of the Central Stamping Co. recently celebrated his seventieth year of uninterrupted service in one business, an occasion which has rarely if ever been equaled.

Commemorating the event the plant was closed for a holiday, and a celebration held in which all employees took part.

In commenting on this unusual event we quote from the Newark Evening News of a recent issue:

A heart that has ticked robustly and warmly without sign of irregularity for eighty-nine years is beating a bit faster today, for this date marks the completion of seventy years on one man's uninterrupted service with one business. In honor of this rare occasion possibly not before equalled—1,000 employees of a great Newark factory are taking a halfholiday with full pay, the entire establishment being closed to do reverence in the form of an anniversary greeting to its president.

The man is Walter M. Aikman, the concern the Central Stamping Company. Two of the companies whose amalgamation with others formed the present concern-James, Aikman & Co., formerly N. E. James & Co. and Enoch Ketcham & Co.—were pioneers in the tinware

trade in this country.

It is something to have lived to be eightynine; it is something extraordinary to have rounded out threescore and ten in one business, but it is more notable still for a man in his nonagenarian year to be every day at the head of a great mercantile establishment and actively to direct its affairs.

A delegation of more than fifty employees, led by Superintendent Walter M. Aikman, Jr., left the factory shortly after noon, bound for the executive offices of the company, 172-174 Fulton street, New York, where President Aikman presides each day of the week—in all weathers—except Saturdays and Sundays. Here there was presented to Mr. Aikman a silver vase fourteen inches high, the gift of the company's employees. Included in the inscription on the vase was the date, May 17, 1847, when Mr. Aikman became an employee of N. E. James, who ran a small tinware factory in New Jersey Railroad avenue, near Lafayette street. Some of the "Old Boys."

The presentation speech was made by David O'Keefe, foreman of the galvanizing department, who has been with the company twentyseven years. At the reception which followed were six employees who have been more than forty years with the concern, and there were several others in the thirty-year class. Incidentally George W. Ketcham, vice-president of the company, of 100 North Sixth street, this city, has served a little period of fifty-eight years with the firm and its predecessors, having been thirty-two years in association with Mr. Aikman. Mr. Ketcham, who is seventyeight years old, is a nephew of Enoch Ketcham and was in the New Jersey Legislature from 1894 to 1900, both as Assemblyman and Senator. David B. Hunt, treasurer of the company, has been forty-eight years with Mr. Aikman. He is about seventy years old and lives in Montclair.

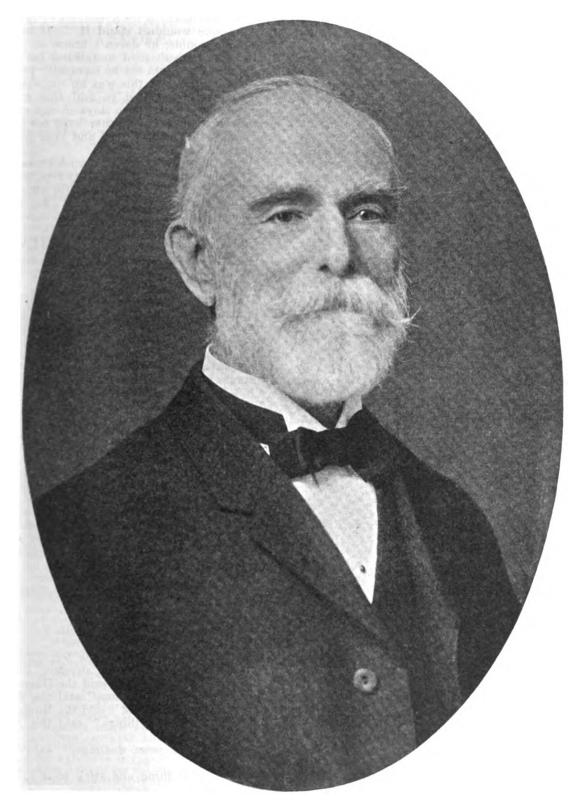
Hundreds of congratulations poured into the office, most of them coming from well-known business and professional men. F. A. W. Kieckhofer, president of the National Enameling & Stamping Co. of Milwaukee, writes that he believes the record achieved by Mr. Aikman "seldom equaled considering the fact that you are today hale and hearty and the active head of a great institution." The letter adds: "You justly stand as father of the industry, and your life story could well be set up as a beautiful example of industry and right living to be exemplified by the young men of today."

Growth of the Industry.

The growth of the small James tinware factory in Railroad avenue, at first turning out its entire product by hand, to the establishment of today with its complete modern equipment and nation-wide reputation, producing sheet metal goods of all varieties, is an interesting chapter in the industrial history of Newark. The original factory dates from 1834 and stood until the fire of August, 1895, when an entire block was destroyed. The present factory, now covering about seven acres, was built in 1896.

Mr. Aikman's entrance into the James factory in 1847 was one of those interesting workings of destiny which are interwoven in the lives of all successful men. He had left school at fifteen and had sought employment in the whale oil business, working in that capacity until he was nineteen. About this time he fell on the ice and was kept to his home some weeks. When he was ready to resume his position he found his old business had gone the way of many with similarly good intentions.

Mr. Aikman was at that time librarian of the Old Five Points Mission, in which the elder Ketcham was a teacher. The superintendent was Rev. Robert Aikman, a cousin, who was a student in Union Seminary and afterward for many years pastor of the Madison



WILLIAM M. AIKMAN

President of the Central Stamping Co., who recently completed seventy years of uninterrupted service with this Company. Mr. Aikman is indeed one of America's grand old manufacturers, and this brief story of his activities should prove an incentive and inspiration to every young man.



Presbyterian Church. One day in May, young Aikman was walking along the street with Mr. Ketcham, when the latter suggested that he take a temporary position with N. E. James "writing up the books," which had been badly neglected. The youth accepted the opportunity, although it was for only two weeks with \$5 a week. He went to work in the old New York office at 23 Cliff street.

Aikman liked the work so well that he agreed to stay a year at the same figure. Within three years he was taken into partnership, the firm becoming James, Aikman & Co. Building by building the factory grew, until it covered more than half a block and was one of the largest in Newark. In 1888 the amalgamation, heretofore mentioned, took place and the corporate name became The Central Stamping Company. Mr. Aikman became a director, then vice-president, and finally president, having been the head of the concern for twenty-five years.

#### Words from the Patriarch.

But what of the man who has lived to find himself so richly honored? A News reporter who called on him at his Fulton street office found him in keen anticipation of the event of today, that is, after the reporter was convinced that he had actually found him-that Mr. Aikman was Mr. Aikman. Well, supposing you sallied forth to meet a man going on ninety and you were introduced to an erect, keen-eyed, ruddy-faced lad of say, fifty, or sixty at the most, what would you think? You wouldn't believe Senator Ketcham, would you, even if he did sit at an adjoining desk to the young president? Neither did the reporterat first.

Why, that man Aikman has a grip like a college man just joining a frat, and every inch of him is suggestive of latent force and unusual agility. To be sure, his hair and beard are snow-white, but what of it? So are those of many men of sixty.

"So you're the eighty-nine-year-old president of this company who has served seventy continuous years in the business," queried the

News man.

"Yes, I guess I am," replied Mr. Aikman. "They seem to be making a great fuss over me," he continued with a quick, almost boyish manner. And just then the aged president looked down out of his window into the churchyard of St. Paul's with all its ancient tombstones, some of which Washington must have seen when he was a worshiper at this same church. And the reporter thought there couldn't be so much in suggestion after all.

Asked the secret of his life, Mr. Aikman didn't know, unless it could be due to the walking he did when a young man. "It's a great thing to get the air and exercise and above all to be regular in your meals," he said. Incidentally he doesn't smoke, having

given up the habit in his teens when he saw his "physique wouldn't stand it." If he has an organic trouble, he doesn't know it.

Mr. Aikman isn't used to talking for publication and one could see he naturally shrank from publicity, but as this was an unusual occasion, he was prompted to add this to his other remarks: "Only two days in my entire business career has the weather kept me home -during the blizzard of 1888 and vear before last, one icy day.

"Why, only last week Mrs. Aikman, to whom I have been married sixty-five years, suggested that we go out for a little air-and we walked two miles. That must be what

keeps me young."

#### TIP FROM A MASTER MERCHANT

Here is some straight selling talk from Sir Thomas Lipton, who rose from a retail clerk to the world's greatest tea distributor. It's plain, everyday, horse-sense advice—the kind any merchant can cash-in on. It is worth read-

ing and cutting out "for keeps":

Another point I would suggest is—don't belittle your opponent's goods, admit their merit (if they have any), but tactfully point out the advantages of your own line, and show in what way it is superior. Again, don't take offense readily; you may not always be received with open arms by your customer and not always have the fatted calf killed for you, but make allowances for him. You cannot know what troubles or annoyances he may have. Get close to your man, get his confidence, and having got it, make sure you keep it! It was my aim in my early days in serving my customers personally to make each of them my friend and I am proud to say that I mostly succeeded-indeed, I frequently receive reminders from some of these good people of the times when they knew me behind the counter.

"What is the secret of success?" asked the Sphinx.

"Push," said the Button.

"Never be led," said the Pencil.

"Take pains," said the Window.
"Always keep cool." said the Ice. "Be up-to-date," said the Calendar.

"Never lose your head," said the Barrel. "Make light of everything," said the Fire.

"Do a driving business," said the Hammer.

"Aspire to greater things," said the Nut-

meg.
"Be sharp in your dealings," said the Knife.

"Find a good thing and stick to it," said the Glue.

"Do the work you are suited for," said the Chimney.

Many a live prospect has been killed by a dead salesman.



# PIGS' BRISTLE AND POWDER SMOKE

"Pigs' Bristle and Powder Smoke" is the title of an interesting little booklet issued by the Rubberset Co. Newark, N. J.

This title is chosen as indicating the influence which both pig bristles and powder is exercising upon the brush industry of America. This is information, too, that every merchant and salesman should have.

too, that every merchant and salesman should have.
This booklet is well worth a careful reading and contains facts a merchant should know. We quote from it:

There is nothing whatever that can be substituted for pigs' bristle in the manufacture of the better grade of brushes, although vegetable fibre does answer for certain inferior brushes whose uses are limited, but for the proper production of paint and varnish brushes, or an endless line of toilet brushes, for every imaginable use, the bristle is an utter and absolute necessity.

It may not be known that the hogs and pigs of Poland's farms or from France, or from Russia and Siberia, as well as China, have yielded the bulk of the world's supply for

many years.

The bristle which covers the hog, through nature's gentle, all-providing hand, grows as a protection for the animal against the cold of winter. The more severe the elements the stronger is the quality of the bristle, so we find that the Siberian and Russian types of hogs produce a hair much longer and stronger than that which is gathered in lower or warmer regions.

When spring sets in and the animal no longer requires his winter covering the hair commences to shed. To guard against this loss of hair the far-

mer ties it together in small bunches, especially along the spine, using thin twine. Then when part of the hair loosens it is held fastened to that which is not yet ready to fall, giving the farmer an opportunity to gather all of it. Other methods of gathering the hair are by cutting it when warmer weather approaches and in the case of butchered hogs it is pulled and scraped, while in many sections it is still collected from where it has chanced to fall in the foraging grounds of the animal where he roams at large in a half wild state, or where it is scratched off around the pen or barnyard.

It seems strange that the yield of bristles from one pig should be so very small, as at best a full-grown hog of four years produces but a pound and a half of bristle per year. This will give a general idea of the thousands of hogs raised for this purpose in normal times, when we consider that the average importation into the United States was 3,500,000 pounds annually. Upon the imported bristle we are entirely dependent, as the American continent does not produce bristle suitable for brush-making purposes. The bristles of our domestic hogs have no opportunity to grow strong or long, as the animals are slaughtered for the market at a tender age, and maturity is absolutely necessary.

In America the hog is bred primarily for meat and the domestic bristle has always been inferior. It is a fact, too, that this country is not cold enough to prouse good pristle hogs. Effort has been made to import Russian bristle hogs, but without success, as they do not seem to become acclimated and die out. The American hog bristle has not the life and snap of the

imported bristle, and the American hog has never produced in any quantity the long bristles so much in demand for paint, kalsomine and bill poster brushes. Long bristle has always been scarce, and under conditions of today it is indeed a rare priz upon the market and is eagerly snapped up by our manufacturers at practically whatever price the vendor sees fit to demand.

Leipsic and Novgorod are the great bristle distributing centers of the European countries, practically the entire output of the surrounding sections finding its way eventually to these two points. Here great annual bristle fairs have been held for many years and American firms always have representatives in attendance to secure the pick of the offering for fulfilling the exacting requirements of the American manufacturer. It was just after the close of these two fairs in 1914 that Europe began to mutter and march, war mad, to the frontier forts.

Another fact that is patent is that hogs are edible and soldiers hungry, and that the Russian and Austro-German forces are fighting in the center of the bristle dressing district. The industry is at a standstill, and the hogs are disappearing. There is information to the effect that many of the storage plants have been sacked and burned, and if there were bristle to ship,

the chances of getting it to the seaports are most nil, as transportation facilities are being crowded to the limit and it is doubtful whether goods could get to the ports under existing conditions.

From the latest census reports nothing is available from foreign countries later than 1910, but the following conditions existed at that time:

No. Hogs
Germany 22,000,000
France 7,200,000
Austria 4,700,000
Hungary 5,500,000
Total 39,400,000

and from reliable sources come the reports that the vast majority of these have been eaten, with practically nothing left "for seed.

Russian Bristle.

The majority of this stock is dressed in Poland, near Warsaw, which area has been devastated by three armies. Most or what Russian bristle had been sold at the Leipsic fair previous to the out-

fair previous to the outbreak of the war, has either been destroyed or held up because of the government's need for transportation facilities for soldiers and foodstuffs. The Russian ports are ice-bound, and when these are opened exportation will be extremely dangerous owing to the presence of mines and hostile ships in the North Sea. Insurance risks have naturally further increased the prices of raw material in this country.

The war has seriously affected the general Russian situation. The Russian dressing factories situated on the western border have been destroyed through the movement of the armies and the violent fighting in that region. The workers in the bristle trade, representing only skilled labor, are men in their best years who have been drawn into the armies. Great numbers of hogs have been requisitioned by the government for military purposes, thus actually establishing a shortage of raw material at the initial source.



The latest reports from abroad, which have just come to hand, foreshadow a shortage of future supply and an active rise in market valuation, which in some lines will continue long after the war. Since toilet goods require the scarcest kind of bristles, and special types, this line of finished product is and will continue to be decidedly affected.

#### German Bristle.

The embargo of the German government has effectually stopped all exportation of bristle and all fine brush materials, camel hair (squirrel tail), badger, sable, fitch hair, etc., the dressing of which Germany controls. All other raw material which has entered Germany is being used by German manufacturers.

To get German bristles out of the country has so

far been practically impossible, due to the congestion of freight, via Rotteruam, and the right of way pre-cedence being given to other items of freight. The outlook for getting German bristles is dark. The Rot-terdam outlet may be closed by violation of the Dutch neutrality or, if the allies are successful, it will be locked to cripple Germany.

While dressed soft hair is practically unobtainable from the customary sources of supply, almost entirely in German territory, a certain amount of raw material reaches America in a native or partially dressed state, so that the bulk of the comparatively small sup-ply available is dressed here largely under "emer-gency conditions" and at labor prices which combine to increase the cost to the brush manufacturer and consumer to a very large percentage.

#### French Bristle.

Practically all French bristle is raised and dressed in Belgium and Northern France, the "Cockpit of Europe" which, like Poland, has been the scene of continuous strife for many months. The bristle producing animals are being used for food and practically no attempt has been made to save the bristle supplying properties. Owing to its especial adaptability to varnish brushes and toilet brushes of the finest type, French bristle is the most eagerly sought

and the highest priced of all pig hair products.

The severity of the French situation from the standpoint of the American manufacturer is accentuated by the fact that France has recently passed a ruling that her merchants may take advantage of the law of "Force Majeuere," whereby they may in all legality and without the incurring of liability effect the cancellation of any or all outstanding foreign contracts. Under this dispensation, French bristle dressers have cancelled contracts with American importers for future delivery at stated prices and have porters for future delivery at stated prices and have requoted the material originally covered at an advance of fifty to one hundred per cent, with no guarantees as to quantity or actual delivery.

There are other elements which involve the present and prospective bristle situation with considerable uncertainty and perplexity and it would be unwise to attempt to diagnose the dominating conditions with the idea of working out any conclusion or opinion that might be accepted for general guidance or as a basis to influence general buying. Every one should study the situation from his particular viewpoint and be prepared to qualify any judgment he may have reached to accord with new factors and conditions which are likely to be interjected without the least possibility of forethought.

If the war were to end tomorrow it would take years for the bristle market to get back to its former standing, and it would be a matter of many months before we even know the conditions which will definitely exist for any material period, be they good or

Prices that are high now cannot be expected to range lower for some time after the war is brought to an end, and will probably never be as low again as before the war. No small factor in the market conditions is the world's disorganized financial system, as cash is the only basis upon which the product can

be bought in European markets, and the buyer must take all transportation risks.

#### RETAILER GETS HIS DUE

The up-to-date modern retail merchant renders Service to his whole community.

He is in daily contact with the public. He knows personally almost every one of his customers; he greets them by name. He is consulted and gives advice upon any matters of interest to his customers.

They Have Confidence in Him.

He is their servant and they deal with him because they have confidence in him, and he has their confidence because he does not deceive them. Confidence is the wise merchant's best asset.

Thus, the Merchant Serves Himself, Too.

The retailer receives all complaints, takes back goods and refunds money, stands abuse and is still ready to smile at the next customer who comes in. This is the description of the conditions of over 90 per cent of the retailers. Is it any wonder that he has influence with most of his clients?

And, by serving them, the up-to-date merchant serves himself.

#### TOOL CHEST COURTSHIP

- "It is 'plane' that I love you," he began. "Is that on the 'level?" she asked.
- "Haven't I always by on the 'square' with
- "But you have many 'vises'," she remon-
  - "Not a 'bit' of it," he asserted.
- "What made you 'brace' up?" she queried, coquettishly.
- "The fact that I 'saw' you." he replied, with a bow.
- "I ought to 'hammer' you for that," she answered, saucily.
  - "Come and sit by me on the 'bench'," he
- "Suppose the other should 'file' in?" she murmured. "You shouldn't let your arms
- 'compass' me.''
- "I know a preacher who is a good 'joiner'," he suggested, and they rushed out.

#### BAD HABITS

The grasshopper chews tobacco: The quail gets out his pipe; The fishhawk is so awful poor He has to hunt a "snipe." The rooster has his cocktail: The orchard gets plum full; The onion squanders every scent, And the radish has a pull.

It is not doing the thing we like to do, but liking the thing we have to do, that makes life blessed.—Goethe.





# **Up-to-date System for Retail Stores**

# Electrically Operated National Cash Register

Greatest labor-saving machine for retail merchants.

It does 15 things in three seconds.

It does quickly what clerks can't do.

Tells which clerk sells the most goods.

Advertises your goods direct to your customers.

### The New N. C. R. Credit File

Cuts out all bookkeeping of customers' accounts.

No customers' ledger, blotter or daybook.

Every customer's account balanced to the minute.

Complete record with one writing.

Saves time and work for clerks.

Customers like it; it saves their time.

War or no war, prosperity is increasing. Hence don't delay.

Order now and get the profits which our system will make for you.

It more than pays for itself out of the money it saves. Sold on small monthly payments. Old cash registers repaired, bought, sold, rebuilt and taken in exchange for new registers.



Adapted to retail stores of all kinds, from the smallest to the largest

#### To Dept. 137, National Cash Register Co., Dayton, O.

Please send me full particulars of your latest model cash register and the new N. C. R. credit file.

Get the benefit of these prosperous times.

Name	
------	--

Business\_\_\_\_\_

Address\_\_\_\_\_

Cut out this coupon and mail it today



# Clip a Profit Off the Big Lawns Near You



Where there are three or more acres of lawn, you have a good chance to make a substantial profit if you

# Sell the Fuller & Johnson Motor Lawn Mower

This mower makes a better and more perfect lawn at less expense of upkeep than has ever before been possible. Because it economizes in time and cash, the Fuller & Johnson Motor Lawn Mower is easy to sell

# To Owners of Private Estates, City Parks Cemetery Associations, Play Ground Commissions Golf Club Directors

Motor-driven, hand controlled, the Fuller & Johnson Mower is large enough to cut five acres a day yet light enough not to mar the turf. It is so extremely flexible that it will cut close up to and around trees, under shrubbery, and along walks and driveways. It eliminates the slow and expensive cleaning-up with a hand mower.

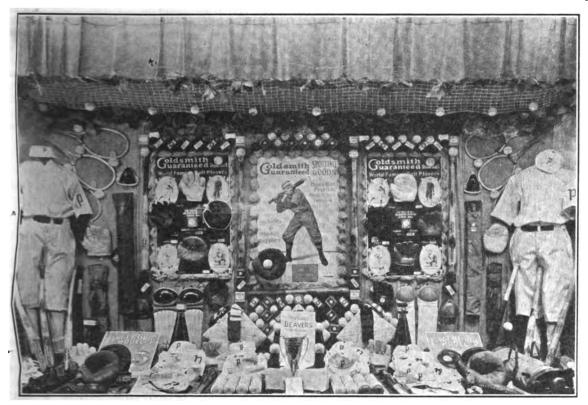
Behind this mechanically perfect yet simple machine stands the Fuller & Johnson Manufacturing Company with its 70 years reputation for the highest manufacturing integrity.

Upon request we shall be glad to tell you how

You can very profitably handle the Fuller & Johnson Motor Lawn Mower, how we help you close sales, and what the machine will cost you f. o. b. San Francisco.

# Pacific Hardware & Steel Company

San Francisco, California



When it comes to attractive and trade-bringing window displays, John Hardy of the Honeyman Hardware Co. of Portland has been awarded more prizes than any window trimmer of whom we know. Aside from the attractiveness of their windows, there is always a certain timeliness about them which, coupled with the ability of their sales force, makes them doubly effective. A display such as this always brings results.

# GIRLS IN THE HARDWARE STORE

Many Western merchants are recognizing the value of salesladies in the hardware store and recently representatives of the "HARDWARE WORLD" have been interested to learn the great success that most of them are proving. Particularly is this true in those departments having to do with household and cooking utensils. silverware, glassware, cutlery, etc.

In almost every instance, merchants have borne witness to the fact that an improvement in sales has resulted, stock is kept in better shape, and the women folk in their community seem to appreciate the service rendered by girls and young women in these departments.

Even in the stove and refrigerator line, many bright, capable young women are proving their worth. That there will be more of them as men are enlisting for the war, there is no doubt, and the young women will have even a greater opportunity of demonstrating their worth in other departments.

Women's natural intuition and tact in explaining the uses of kitchen and household equipment stands them well in hand, and hardware merchants are recognizing that the department stores of their communities have ob-

tained a hold on trade, which they might as well have had.

A few hardware merchants told us that they were having their salesladies make suggestions in window dressing and that they showed a marked improvement.

The "HARDWARE WORLD" will be glad to hear the experiences of other merchants along this line.

#### ON A FAR WESTERN TRIP

Frank J. Schollhorn of the William Schollhorn Co. of New Haven, Conn. one of the largest manufacturers of pliers and benches in the country, recently paid a visit to the far West, visiting their Pacific Coast representatives, Haven & Haven.

Mr. Bernard, the inventor of the famous Bernard plier, is still with them and his inventive genius has not lost its activity, although he is now past 60 years old.

Two brothers, William Schollhorn, Jr., and Albert, give their personal attention to the manufacturing end of the business as Superintendents.

Frank J. Schollhorn has been identified with the Company for the last 40 years, serving in every department, although it was his first trip to the far West in 25 years.

Aside from his activity in the business, he has served the city of New Haven as a member of the Finance Commission for eight years and takes an active interest, as every good business man should, in civic matters.

# WHAT IS THE MATTER WITH THE ROOFING BUSINESS?

Editor "HARDWARE WORLD":

Dear Sir:—My attention has been called to an article on page 96 in your June issue of "Hardware World." I believe that you wish to state facts correctly and must call your attention to some errors or absolute mis-statements in the article referred to.

I think the article was probably directed at our company because we have put out some very low prices recently, but the prices were on exactly the same grades of goods which we had been selling before at higher prices and which we are today selling at higher prices, and your statement that the material was made especially to meet a cut price was, therefore, incorrect. Neither quality nor weight were sacrificed. The usual amount of nails was sent, but they were not galvanized nails because galvanized nails are not used to any extent in the prepared roofing business. Iron ends and steel rods were not used because we have found them a very inferior form of packing, and the cheesecloth ends were used because they have always been used by us, and most other manufacturers as far as our information goes—they are used on 95% of the roll roofings made and shipped out. We claim to make a third of the entire production, and we use the cloth ends exclusively. We have no complaints from their use, so you will see that your statement is entirely wrong in this matter.

The statement of over-saturation is incorrect, because as stated above, the goods were made in the usual way, and there never was a sale of roofing felt at twenty times the price of flux—there is no flux so cheap nor roofing felt so dear that this could be a correct statement.

I will be glad to have you send your article on "What's the matter with the Roofing Business?" although from your outline of it, it must be very misleading, to say the least. There is nothing the matter with the roofing business so far as we know and so far as our customers know. They are getting the business, and so are we. On our Certain-teed line, which is the big end of our business, the margin of profit is all that it should be and the quality is the highest we know how to make. On the second, third and fourth grades which we are making, the qualities are plainly and correctly represented and customers are urged to buy better goods, but where lower qualities are wanted and lower prices are wanted and both insisted upon, we meet the demands. do not claim these cheaper goods should be sold in the proportion in which many jobbers and dealers sell them, but we are unable to get them to see things our way, and as we state to them, we have the manufacturing facilities for manufacturing everything the trade calls

for. Of course, we can not be blamed if after presenting the goods in the strongest way we can, they choose the cheap goods instead of the good goods. The manufacturers, we believe, are less to blame for this than jobbers and dealers who insist upon getting something very cheap. But, on the whole, there is nothing the matter with the roofing business, except that it is at high water mark of success.

Very truly yours,

ROBT. M. NELSON,

Advertising Manager,

Certain-teed Products Corporation.

#### BILL NYE'S COW COPY

Bill Nye, the humorist, once had a cow he wanted to sell and he unblushingly advertised all her faults while naming the few virtues she seems to have possessed. His advertisement ran:

"Owing to my ill health, I will sell at my residence in township 19, range 18, according to the government's survey, one plush raspberry cow, age eight years. She is of undoubted courage and gives milk frequently. To a man who does not fear death in any form, she would be a great boon. She is very much attached to her present home with a staychain, but she will be sold to any one who will agree to treat her right. She is one-fourth Shorthorn and three-quarters hyena. I will also throw in a double-barrel shotgun which goes with her. In May she usually goes away for a week or two and returns with a tall, red calf with wobbly legs. Her name is Rose. I would rather sell her to a non-resident, the farther away the better."

#### HAVE YOU THE HOT END?

The dealer who tries the dangerous plan of maintaining 1915 prices in the face of 1917 paper costs is grasping the hot end of the poker—though he may not realize it until he has been burned so badly that his banker will not recognize him when he steps in to borrow some money to pay what he owes.

A smile is more contagious than a scowl—and much better for those around you.

### MORE GOOD OUT OF "HARDWARE WORLD" THAN ANY OTHER.

I have been reading the "Hardware World" for some months, and it sure is some help to me.

If every retail clerk would read it, I am

If every retail clerk would read it, I am sure there would be more good clerks and salesmen.

I enjoy reading everything in it. Of all the trade papers I read I get more good out of the "Hardware World" than any other.

H. A. CAMPBELL.

Alliance, Ohio.



FOR SALE BY YOUR JOBBER

# Prisco Lanterns Rayo Lanterns

The Lanterns of durability—lighting efficiency—and greatest wind resistance. The Light you can always depend upon. The Line is complete, including hot and cold blast, large fount, short globe, also new road lanterns.

Place your Order now, and not only help your Jobbers' Salesmen get one of the seven cash prizes—but to secure strictly high-grade, up-to-date lanterns, at reasonable prices.

PRITCHARD STAMPING CO., Rochester, N. Y.

And 718 Mission Street, San Francisco



# BRIER HILL STEEL CO.

OF CALIFORNIA



# STEEL SHEETS

ALL KINDS

**Stock or Mill Shipments** 



WRITE FOR PRICES
WE WILL DO THE REST

Mills at Niles Ohio

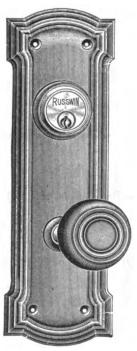
**Large Stock in San Francisco** 

359-365 MONADNOCK BUILDING, SAN FRANCISCO

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# RUSSWIN

# Locks and Builders' Hardware



We are now carrying in stock a complete line of RUSSWIN Locks and Trim in both Bronze and Steel Designs, put up in neat boxes with factory labels and numbers.

Our stock is complete and ready for delivery.

Place your order now.

Dunham, Carrigan & Hayden Company

SAN FRANCISCO

**CALIFORNIA** 

#### APPLY WHAT YOU LEARN

Jerome K. Jerome in his "Getting on in the World" tells about the hurrying, surging throngs, singling them out with various descriptions. Among them is a studious youth reading "How to Get on in the World" and letting everybody pass him as he stumbles along with his eyes on his book, says Nesco

What a true case—yet how sad! Startling -thought provoking.

Let's study the fellow.

From out the masses, with enough education to give him a start, a lover of books, a reader with a desire—ambitious, willing to work to achieve the goal. This young fellow heard some one say read "How to Get on in the World," it will help, and then "watch your step.

And so he got the book and started to read and he kept on reading and reading. time the crowds passed by with feverish steps. Each individual pushing along according to

his ability to see the road.

The trouble with our friend was that he kept on reading when he should have been using the information already gained, applying it to the work in hand, not trying to master the whole course all at once.

Step by step our learning is gained whether in school or business. Progress is made only

as we apply what has been learned.

Experience combined with reading of real experience stories is a valuable teacher, and becomes less expensive and equally valuable according as we can pick the valuable experience stories and properly use them as a guide in our own "Experiencing."

I believe in reading. Everyone of us should read with a definite purpose. Our reading should comprise standard literature, current magazines and business literature. These sharpen the wits, keep the mind alert and active and give real suggestions that the active mind and thinking person can use to his own ver great advantage.

And don't forget that thinking and acting are as important as reading—combine them in right proportions and you will get on in the

world.

#### · SERVICE WINS

No store can live on occasional customers. There must be a constantly increasing number of steady customers, who come today, tomorrow, and so on until they die or move away. The number of such customers measures the good will strength of a retail store.

To win permanent customers, you must deliver real service, and to deliver real service is to know the kind of treatment that your people would like, and then to treat them just that way.

The clerks—the men on the firing line are the ones who can get this knowledge easiest, and, with it, they can build good-will for their employers.

#### THE PRICE OF SUCCESS

You want success. Are you willing to pay the price for it?

How much discouragement can you stand?

How much bruising can you take?

How long can you hang on in the face of obstacles?

Have you the grit to try to do what others have failed to do?

Have you the nerve to attempt things the average man would never dream of tackling?

Have you the persistence to keep on trying

after repeated failures?

Can you cut out luxuries? Can you do without things that others consider necessi-

Can you go up against skepticism, ridicule, friendly advice to quit, without flinching?

Can you keep your mind steadily on the single object you are pursuing, resisting all temptations to divide your attention?

Have you the patience to plan all the work you attempt; the energy to wade through masses of detail; the accuracy to overlook no point, however small, in planning or executing?

Are you strong on the finish as well as at

the start?

Success is sold in the open market.

You can buy it—I can buy it—any man can buy it who is willing to pay the price for it.

#### MUTUAL BENEFIT IN BUSINESS

"Make new friends and keep the old,"-

—the man who wrote the above gave the key to success in modern business.

Making friends in business means winning confidence and good-will by giving the greatest possible value for the money.

Winning friends means doing business for the mutual benefit of the customer and the business itself.

Selfishness does not flourish.

The business grows that gives equal consideration to both buyer and seller.

The customer who is satisfied comes back. The third time he comes back he is a little

more than a customer,—he is a friend.

His purchases have been a source of mutual benefit.

A man whose jaw is locked against saying things the tactful way might make a great success as a hermit, but he is not much good anywhere else. Tact is the oil of fellowship that greases the wheels of business intercourse. Keep your can filled.

Many a "live" prospect has been killed by a "dead" salesman.

#### PASSING OF HENRY SCHLUCKE-BIER

Henry Schluckebier, a pioneer hardware merchant of California, passed away recently, after an illness that continued for almost two years. Mr. Schluckethat continued for almost two years. Mr. Schlicke-bier was a native of Germany, and had attained his sixty-first year. He was splendidly educated in his native land, and when a youth went to California. He located in Petaluma, Cal., and built up a large busi-ness. He is survived by Mrs. Schluckebier and three children, a sister and brother.

Mr. Schluckebier was possessed of a keen insight, and had splendid business ability. He was regarded as one of the best financiers and shrewdest business men in his section of the country. He was one of the founders of the Petaluma National Bank, and for many

years member of the Board of Education.
His family have the sincere sympathy of everyone who knew him, or who had the pleasure of conducting business with this institution.

Ed Brendlin, formerly of Paso Robles, Cal., has purchased the controling interest in the Livermore Hardware Co., at Livermore, Cal.

H. R. Lakin, a hardware merchant at Prineville, Oregon, has purchased the stock of hardware of Lippman & Co., Prineville, and consolidated it with his own stock.

George H. Shull's Hardware Store, Sawtelle, Cal., was recently burglarized of a small amount of cutlery and firearms.

#### STOVE MANUFACTURERS BUSY

Bridge & Beach Mfg. Co. of St. Louis, who have branches for the convenience of their far western trade at Portiand, Oregon, and San Francisco, report a most excellent trade and are anticipating an even larger fall business. They are planning to make an active campaign on their line of gas stoves and appliances and expect to maintain the capacity of their plant up to its maximum. plant up to its maximum.

The Douglas Hardware Co., Douglas, Arizona, have taken increased warehouse facilities to give them the opportunity of carrying a larger stock.

The Wayne Manufacturing Company of St. Louis have appointed F. W. Isherwood as western representative with headquarters at 17th and Upshur, Portland, Oregon. They report the outlook most encouraging for a good Fall business.

The Palace Hardware Co., Phoenix, Arizona, are one of the live western merchants who pay particular attention to household furnishings. They recently conducted a kitchen efficiency contest, awarding prizes to winners in various divisions, the object being to promote a greater interest in their community in the better preparation of food. Prizes were of fered for the best loaves of bread, the best original recipe, and to the person giving the best reason in fifty words why a coffee percolator should be used in every home. They found this was a splendid way of advertising and getting the attention of the women of their community. of their community.



# MONTANA HOUSE CELEBRATES ITS 50TH ANNIVERSARY

A. M. Holter Hardware Co., well known jobbers of Helena, Montana, recently completed 50 years in business, a record of which they have every reason to feel proud.

A. M. Holter, the President, has maintained

an active interest in the business ever since it was established and is one of the best informed men connected with the trade. He is one of

Montana's grand old men.

N. B. Holter is Vice-President and Colonel George F. Graham is active Manager, Mr. Graham being well and favorably known the country over.

### LET SOMETHING GOOD BE SAID

When over the fair fame of friend or foe The shadow of disgrace shall fall, instead Of words of blame, or proof of thus and so, Let something good be said.

Forget not that no fellow-being yet May fall so low but love may lift his head; Even the cheek of shame with tears is wet, If something good be said.

No generous heart may vainly turn aside In words of sympathy; no soul so dead But may awaken strong and glorified, If something good be said.

And so I charge ye, by the thorny crown, And by the cross on which the Savior bled, And by your own soul's hope for fair renown, Let something good be said!

### WHO I AM

I am the friend of every retail hardware dealer.

I come to you once a month and bring you inspiration and pleasure.

I cost you a trifle, and yet my value to you cannot be estimated in dollars and cents.

I help you increase your profits by giving you good, sound helpful advice.

I spell Opportunity to those who are anxious to build up a larger and better business.

I am always interesting and in me you will always find something worth reading.

In my pages you will find instructive stories and valuable articles dealing with the problems you encounter daily in your store.

If you throw me into the waste basket without taking the time to go through me carefully, you may have cause to regret it some time in the future.

I give much and ask nothing in return except that you read me.

I am the "HARDWARE WORLD."

Big jobs are only a lot of little jobs assembled.

Schuette Recording Compass Company Manufacturers of

# POCKET COMPASSES

MANITOWOO, WIS.

# and-Power Dumbwaiters

Manufactured by Specialists and Guaranteed Send for. Catalog and Discounts.

SEDGWICK MACHINE WORKS 136 Liberty Street

NEW YORK

Representatives wanted to introduce our

# Patented Common Sense Parlor Door Hanger

among the building trade. This is an unusual opportunity for wide awake, aggressive men, acquainted with the architects and builders, to secure a permanent income. For exclusive territory, wire or write the

WIZARD MANUFACTURING CO., 147 New Montgomery Street, San Francisco, Cal.

# The JOHNSON Electric Washer

A MACHINE NOW HANDLED BY MANY OF THE LARGEST ELECTRIC AND HARDWARE DEALERS



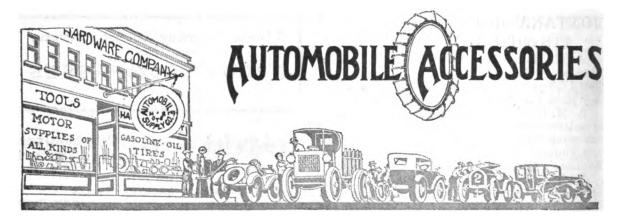
Among the outstanding features of this new machine we briefly cite: the compactness and appearance, the galvanized iron or copper corrugated tubs, the waterproof enclosed type motor, the enclosed gears, the safety wringer release that prevents accidents and the gas or gasoline burner attachment that heats water and boils the clothes in the machine while washing them.

If you want to handle the very best electric washer on the market, one that sells at a very low price and under a positive gnarantee, write for illustrated booklet, discount and terms.

# Johnson Electric Washer Co.

2074 Market Street, San Francisco





# GREAT MAJORITY MERCHANTS FIND AUTOMOBILES IN-CREASING BUSINESS

At the National Retail Convention held in St. Louis last month, statistics were shown, compiled from inquiries made of a large number of retail hardware merchants scattered in various sections of the country showing that by far the larger per cent of hardware merchants, have found from experience that the automobile is increasing their trade.

Only a comparatively few instances mentioned that the automobile was decreasing their trade, and doubtless when these few were more carefully examined, it would be found that the merchant was "asleep at the switch."

In practically every case where the hardware merchants said business was increasing, and many of them materially so, they had taken on the sale of automobile accessories and supplies.

They recognize the automobile as an asset

and a very big one at that.

The hardware merchant can profit by the experience of the hardware jobbers, for the exception is very rare where the hardware jobber has not become an accessory jobber, and each day sees them adding more largely to their lines

This is true the country over and the retail merchant is extremely short-sighted or the conditions in his community must be most exceptional if he feels that he himself should not become a greater factor in the accessory line.

How would you like to go into the home of every wage earner in your community, and talk directly to him in his most private moments about your business, your stocks, your prices, your special proposition to him? Fine? Well, go and do it,—through your local news-

Confidence is a plant of slow growth, but its fruits are worth all the time and care that

may be lavished on it.

### SERVICE WINS

No store can live on occasional customers. There must be a constantly increasing number of steady customers who come today, tomorrow, and so on until they die or move away. The number of such customers measures the good will strength of a retail store.

To win permanent customers you must deliver real service, and to deliver real service is to know the kind of treatment that your people would like, and then to treat them just

that way.

The clerks—the men on the firing line—are the ones who can get this knowledge easiest. and with it, they can build good will for their

employers.

The once-in-a-while small customer has friends and his friends have friends. By geting his good will, you may start an endless chain system that will prove a strong ally to your business.

You must advertise any merchandise to the people. You must tell them about your product and place it where they can get it. Advertising alone won't do. Merchandising alone won't do. It is the team work of the two that makes each an individual success.

There are no cut and dried rules for making advertising successful. Each man has to work out, in a large measure, his own advertising salvation. There is, however, one sure way to make it pay, and that is by persistence and common sense. There are no substitutes for these elements in advertising—or anything else.

Even if you are a small town man you have no cause to worry. Jesus was a small town man, yet his ideas were big enough to conquer the world. It isn't the size of the town in which the man lives, but the size of the man that counts.—Drier.

Don't make excuses—make good.

We take great interest in the "Hardware World" and use it on our desk almost every day. BASCHE-SAGE HARDWARE CO.

# Is a Clerk an Asset or a Liability?

110, John," Royce Raymond said, as he slowly clipped the end off the Havana John Ranham handed him "the arms." John Benham handed him, "the average clerk is not an asset, but is an actual lia-

John Benham shook his head. "I don't agree with you, Royce," he said. "The main start of the Benham Stores was gained through the loyal and conscientious work of the boys

who sold our goods over the counter.

"True, John, as far as it goes. In the days when your first store was started, conditions were different. A customer didn't ask for a Signal, or a Special Magneto, only for a horn or a magneto. Today your same clerk would not produce those results without special training, and the point I am driving at, is, that the average clerk is no better equipped to sell goods than your man of fifteen years ago."

Royce Raymond spoke as a man who knew. As the sales manager of one of the biggest accessory jobbing houses in the country, he was

in position to speak with authority.

'Today three out of our five original clerks at the first two stores are still with us, and they are the men who direct the affairs of our business. And you know we pay dividends. How do you account for that?" Benham re-

plied, thinking he had scored a point.

"Very true, John, but those men have grown out of the clerical work. They have matured by learning. You will agree with me that they could not have done their present work when they started. Why can they do it now! Because they have learned their business. And who paid their way while they were learning? The Benham Stores, of course. Do you see my point?"

This was getting interesting. Several of the other dealers drew closer that they might profit from the discussion and possibly have an opportunity to air their views on the subject. These men knew from experience that much useful knowledge could be gained from debates of this nature. In fact, these very arnuments were an important factor in attractng the members to the monthly dinners held by the Accessory Dealers' Association.

"Your argument is good, Royce, but not conclusive. Today we operate thirty stores and seldom employ less than seventy-five clerks. We do no catalogue business. Only counter business has made the Benham Stores. Counter business means a clerk makes every sale. Is that proof that our men are not liabilities?"

Royce Raymond meditated, as he puffed at

the Havana.

"John, do your clerks sell your goods, or does the manufacturers' advertising! If I want to buy a speedometer, and I enter your store and ask for a speedometer, what does your clerk do?"

"Why, Royce, of course, he sells you a

speedometer.'

"No, John, he positively does not sell me anything. I sell myself a speedometer and he wrans it up and takes my money for it. I read an ad that tells how a speedometer will save me money so I decide to buy one. I get it at your some your clerk."
"Rut——" John began. your store, but that ad made me buy it, not

"Speaking of speedometers," Raymond continued, "reminds me of an incident I witnessed in the store of a big dealer in the Middle West last week. In fact, it was that incident that impressed me with the opinion that the average clerk will lose more business than he makes.

"I was sitting in the rear of the store, waiting for the owner, who had stepped out for a few minutes. A gentleman entered and bought a couple of spark plugs. The clerk served him politely, for he was a clean-cut young fellow, and anxious to make a good impression. After he had completed his purchase, the gentleman turned to leave, and noticed a Speedometer display stand.

"By the way, I need a speedometer. Is this a good one? What does it do?" he asked

"'Oh, yes, sir, it is good. It's the best on the market. It registers the speed your car travels and sells for ten dollars,' the clerk

"The customer looked at it, then turned away and left the store. That gave me an idea. I like that young fellow, and saw that he was anxious to do business, but didn't know how. So when his boss came in, I asked him if he objected to a little demonstration to show his clerk how he could have landed that sale. Of course, he didn't. So I talked to the young man and soon gained his confidence.

"Right there I accomplished a big advantage, for I gained the co-operation of that young man, and made him see where I was working to his interest more than to my own. If I had 'bawled him out' or ridiculed him, I would have spoiled all chance of teaching him

anything.'

Teaching the Salesman.

"First of all, I showed him where his argument did not carry weight. True, he used a strong selling point when he said that the instrument showed the speed at which the car traveled, which the car owner already knew, but he immediately killed his sale by mentioning the price, as though that was a good reason for the purchase of an instrument.



"Then, I took up the selling points of the instrument in detail. I told him why it was important to know the speed the car was traveling; that it actually saved its cost by lessening the liability of a fine for speeding by constantly calling the driver's attention to the fact that he was going too fast; that it would show the rate of pick-up of the engine; that it would show what the car could do if driven to maximum speed. This interested him very much. I went over these points until he was thoroughly familiar with them.

"Then, I explained the use of the season odometer, and showed him how it was intended to be used as a record of the total distance traveled. I told him how it could be used as a check on tire mileage, to enforce the manufacturer's guarantee. I explained how it appealed to the car owner who wanted to know how much farther his car went this year than his neighbor's, a point that every car owner is interested in, even though they don't all ad-

mit it.

"Then we discussed the trip odometer feature. We looked at a Blue Book and noted the necessity of using a speedometer trip register when following the book. This absolutely prevents any chance of getting off the road.

"Next, I told him of the satisfaction it gave the car owner to know how far he traveled on every trip. I proved to him how the trip odometer could show whether the engine was running efficiently by checking the gas and oil consumption. Also, how it is a safeguard to prevent running out of gas by traveling on 'guess-work.' These points mean a lot to a car owner who does country driving and knows how embarrassing it is to run out of gas five miles from town—something that need never happen if he knows his gas consumption rate and watches his speedometer.

"Then, I strengthened my story by telling him how the speedometer is made. Not that it was best because the manufacturer said so, but because of the great care used in building it

and the fine materials used.

"As I took up each point, I made a note of it, placing it under its proper heading, so that he could study these arguments until he was

fairly saturated in them.

"Did it pay me to spend an hour's time teaching that fellow? It did, for I set his boss to thinking, too, and finally landed a fat order, for he knew that he had a man who could do more than wrap up a speedometer that a customer asked for. I had made a salesman out of a clerk. And now, John, how many of your men know anything about the goods you expect them to sell?"

"Well, Royce, they don't know now, but they will soon, for you'll give them a talk at our meeting next week, or you'll not close me on that order you've been fishing for."—Stew-

art Lever.

# DO BUSINESS MEN THINK?

By Frank Farrington.

What evidence have we that business men

-average business men—think?

Success? Success cannot be introduced as evidence in the case of the average business man, because the average business man does not succeed. Real success comes to scarcely more than one man in a hundred.

If the other ninety-nine think at all, they must think of other things than their business,

or they must think wrongly.

When we can make business men think, we can make them succeed. When a man thinks, he thinks ahead, he plans ahead, he avoids haphazard methods.

If more physicians thought, there would be less sickness. If more salesmen thought, there would be more satisfied customers. If more merchants thought well, there would be less merchants. There are now more than can possibly make a net profit in the business.

The number of storekeepers in the country could be cut down a half, and the result would be better storekeeping, more efficient service. If we want better stores we should have less

of them.

If all men would think, their sons would be put into better fitting businesses. If boys would think, there would be less misfit business lives.

If we all would think, there would be less mistakes, greater accuracy, fewer accidents, more successes, more great deeds!

# NICKELED TIN FLASHLIGHT

# CASE



The C. M. Cecil Company, Inc., 79-81 Crosby Street, New York City, has recently placed on the market a flashlight case made of nickeled tin which is guaranteed not to rust. The case, which is designed for hard wear, is equipped with permanent contacts and made to fit to any standard battery. The cases are each packed in separate cartons, one thousand to a box.

J. R. Westbrook and Franzen Bros. have purchased the interest of E. E. Stewart in the Franzen Hardware Store, Riverside, Cal.

Hugh Cass, of Phoenix, Arizona, has sold his interest in the Reliable Hardware Co. at Chandler, Arizona, to J. D. Thorne, formerly of Sheridan, Wyoming.

# : FIRST LIEUTENANT.

I call the "Hardware World" my first Lieutenant, it is so helpful in giving good things to its readers, and is a publication I greatly appreciate.

NATHAN ROBERTS, Secretary, Nebraska Retail Hardware Association.





A Breast Strap Snap or a Breast Chain Snap that will stay in place and fulfill its requirements no matter what happens is just the article that every farmer and truckman is looking for. This applies equally to Trace Snaps, Breeching Snaps, in fact, to any and all Harness Equipment.

LOXPRING Snaps fulfill every requirement and satisfy every purchaser.

Snaps with coiled spring are the strongest and most satisfactory of all.

There is more strength, more elasticity, and longer wearing qualities in a coiled spring than in any other kind.

This is not a random claim, it is a scientific principle the realty of which can be easily verified.

LOXPRING Snaps have coiled springs.

**LOXPRING** Snaps are so constructed that, even if the tongue becomes spread the spring is held in place and performs its function just the same.

**LOXPRING** construction therefor eliminates all chance of a snap being rendered useless by the loss of a spring either through accident or actual wear.

Ask the man who handles horses and knows the requirements of a harness and all of its parts. He will quickly see the value of LOXPRING Snaps.

Upon request we will gladly mail you a copy of our descriptive booklet "Harness Hardware Supremacy", which fully describes **LOXPRING** SNAPS, also many other valuable improvements in Harness Hardware.

NORTH & JUDD MANUFACTURING CO., 505 EAST MAIN STREET,

Wholesale only NEW BRITAIN, CONNECTICUT

# A LENS THAT THROWS A WAIST-HIGH BEAM ONE-THIRD MILE. 74 PER CENT MORE LIGHT ON THE ROAD—NO GLARE

The New Osgood Lens made by the Osgood Lens & Supply Co., Chicago, is a one-piece lens consisting of twelve prisms, each of which selects and then delivers its particular beam to its particular pre-determined objective point, while merging with the other eleven beams to form the main shaft which so completely illumines all the road.

The result is a long bright, broad, direct stream of light of ground-hugging tenacity. Not more than waist high. Always where the driver needs it as light; never where others condemn it as glare.

The prisms of the New Osgood Lens are all within, the outside presenting a smooth surface which will not collect dust, and which can be cleaned as easily as a window pane.

Professor E. H. Freeman, of the Armour Institute of Technology, Chicago, nas made some interesting tests to determine the added road-illuminating power of the New Osgood



Twelve shafts of light

Lens as a result of the better utility of rays which ordinarily are directed upward.

He finds that the New Osgood Lens increases the average beam intensity so that the average candle power below the horizontal axis of the reflector, i. e., in the direction of

that stream as one. the road and low objects on the road, is 74% more than with a plain glass and beam of the same width.

This is due to the fact that the light which is ordinarily directed above this plane is directed downward by means of the prisms of the New Osgood

This is light control, by which the light is passed through prisms which direct all rays where they are most needed.

Light control must not be confused with light diffusion by which light beams, passing through irregular surfaces, are merely broken up at the expense of distance.

And where there is light control there can be no dangerous, law-breaking glare, because all rays are kept within bounds—below waist height, and not in the eyes of other motorists or pedestrians.

Professor Freeman's test showed that with a ground glass, which is the equivalent of many diffusing and dimming devices on the market, the average apparent candle power of the beam below the horizontal was only 230, as against 2110 with the New Osgood—a difference of over 910% in favor of the

In other official tests made by L. A. Hillman, technical representative of the American Automobile

At 50 feet the spread of concentrated rays was 15 feet. At 75 feet, spread of rays was 18 feet. At 150 feet, spread of rays was 18 feet. At 150 feet, spread of rays was 35½ feet; height of concentrated rays 24 inches. At 250 feet, spread or rays was 60 feet.

At 1800 feet there was a considerable strength of light, sufficient to cast a shadow. Illumination of road, and to each side, was good at this great distance.

Observers standing before the car in various places and positions could find no glare.

During one of the settings the rays were passed through a film of smoke which showed plainly that the rays of light from the lenses sloped downward at a very gradual angle.

The smooth outer surface of the lens was found

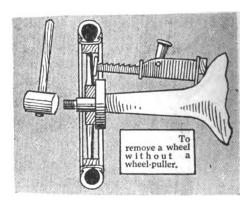
be fully as claimed.

Thus the New Osgood Lens is the one designed to scientifically anticipate and meet every requirement of safe, eye-comfortable driving. It was fully tested over a period of eight months under all conditions of night driving before being offered to the public as the last word in lighting efficiency for motorists.

The New Osgood Lens marks a new era of road lighting efficiency, particularly in these days of stringent headlight laws which say "No Glare." It is at once the light of intensity, courtesy, efficiency, safety and economy, a lens which gives all the light on the road all the time, thereby bringing to motor

ists a new sense of night-driving comfort.

Coming at a time when public interest in lens efficiency is particularly alert, the New Osgood Lens naturally constitutes an unusual opportunity for dealers, carrying, as it does, a service of efficiency and safety which dealers will be quick to recognize.



# TO REMOVE A WHEEL FROM AN AXLE WHEN A WHEEL-PULLER IS NOT **AVAILABLE**

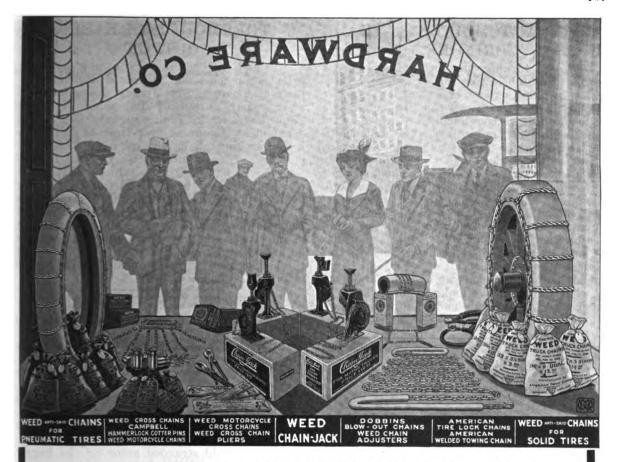
This illustrates a method of removing a wheel without a wheel-puller, says H. T. Guess. Place a jack against the differential housing and jack it against one of the spokes of the wheel, applying a fair amount of tension. Then strike the axle a sound blow with a light sledge. The wheel should come loose very easily in this way, although if it is obstinate two jacks may be used instead of one, allowing more tension to be placed against the wheel.

The successful man is the one who does a thing while the other fellows are holding committee meetings deciding whether or not to do it.

FREE Get a copy of this big accessory Catalog. Every hardware merchant who sells auto supplies ought to see this book. Made for the auto supply dealer who wants to make more money selling supplies. Your copy is waiting. A request on your letterhead will bring a book by return mail. Write today.

CATALOG PRINTING & PUB CO. 154 Lafayette Street, New York, N. Y.





# AMERICAN CHAIN COMPANY'S AUTOMOBILE ACCESSORIES

Display American Auto Accessories in your windows and sales rooms and you will be displaying good sound business judgment as well.

Weed Tire Chains for pleasure cars, motor trucks and motorcycles; Weed Cross Chains, Weed Cross Chain Pliers, and Weed Chain Adjusters; Weed Chain-Jack that lifts the heaviest car with a few easy pulls on its chain; American Tire Lock Chains; American Welded Towing Chains; Dobbins Blow-Out Chains; and the Campbell Hammerlock Self-Spreading Cotter Pins.

Write for Auto Accessory Catalogue.



# AMERICAN CHAIN COMPANY, Inc. BRIDGEPORT, CONN., U. S. A.



Boston Office: 107 Massachusetts Ave. Chicago Office: 529 West 12th Street

San Francisco Office: 714 St. Clair Building

In Canada-DOMINION CHAIN CO., Ltd., Niegara Falls, Ont.

Largest Chain Manufacturers in the World

Factories in

Bridgeport, Conn. Columbus, O.

Braddock, Pa. Mansfield, O. York, Pa. St. Marys, O.

Carlisle, Pa. Marion, Ind.



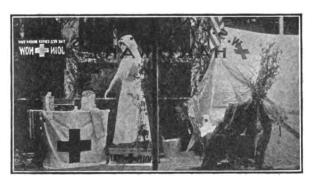
# EVERY AUTOMOBILE A TRADE BRINGER

"We are turning our stock of tires once a month. Our lubricating oil and gasoline business is bringing us new trade.

"When merchants say that the automobile hurts business, it is probably because they do not recognize an opportunity when they see it.

"It is the same way with these merchants as it was with the razor and stove trade. They will allow it to slip into other hands and then they will blame conditions or blame the automobile for hurting business. They are short-sighted and they are overlooking one of the biggest opportunities that come to the retail merchant."

Thus writes one of the "HARDWARE WORLD" readers who asks that his name be not mentioned so that his competitors won't wake up to what they are overlooking but this is the experience of hundreds and hundreds of merchants.



### A RED CROSS WINDOW

W. S. Clark & Sons of Eureka, Cal., are among the most progressive amono the many progressive merchants of the far West.

Someone has said that the people of the coast cities on the Atlantic and Pacific, have had brought home to them the greater dangers of the war.

This is to be expected, because where danger is as far removed as is the case with the great interior valleys, one can hardly realize that we are participants in the world war.

Aside from being patriotic American citizens, W. S. Clark & Sons are believers that business should be conducted along usual lines, and that the merchants' business activities may be made to supplement and co-operate with the government activities.

For that reason as soon as war was declared they featured a Red Cross Camp Window, wherein they displayed their camp goods with the patriotic pupose of encouraging subscriptions to the Red Cross.

Eureka is not a large city, but there were sixty Red Cross memberships sold in three days in front of their window, which was designed and carried out by Messrs. Fred Freeman and W. S. Clark, Jr.

# THERMOID INCREASING OUTPUT

Through the addition of a new hydraulic press equipment, the Thermoid Rubber Company of Trenton, New Jersey, have increased their yearly output of Thermoid Hydraulic Compressed Brake Lining nearly 30%. This department is running over-time at full capacity, averaging an output of over 37,000 feet per day. The output for the year of 1916 totalled over 9,000,000 feet, which will be increased this year by the addition of the new press equipment to nearly 12,000,000 feet. This increase of capacity is enabling the Thermoid Rubber Company to make immediate shipment of all orders and from the volume of business on hand at the present time, it is expected that this department will be operated at full capacity for the balance of the year.

### THE TRAVELING MAN

Off the train he hops at daybreak with a grip in either hand.

With a stomach mighty empty and a wish for slumberland;

But he never makes a whimper as he hops into the bus.

For he laughs at real discomforts that would bring the tears from us—

Ever laughs the traveling salesman, and his laughs ring loud and sweet

To the poor old stranded actor or the beggar on the streets.

Just because the salesman helps them to their breakfast and their fare,

Even though it takes a greenback he can ill afford to spare.

On the train he hops at midnight, and when dawn has come again

You can see him swinging blithely from the cold and dreary train.

Just another round of calling, taking orders in a town—

Orders that he thinks are corkers—that the credit man turns down.

Just another round of hustling, just a ten-mile drive or two,

When the wind is full of winter and his hands are numb and blue;

Far from home and good home cooking, far from baby and wife—

You can bet it takes a hero to endure a salesman's life!

But with all his cares and hardships, when he creeps to bed alone,

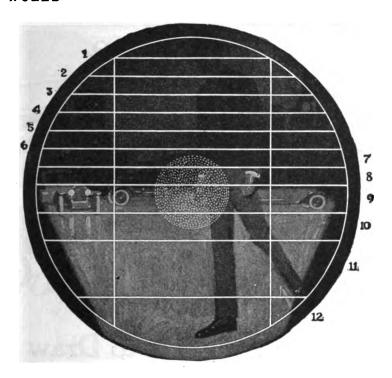
In some little country roadhouse, when the cold would freeze a stone,

With the same old smile he slumbers, for inside his watch's case

Is the photo of a wife and a dimpled baby face.

There are more opportunities to-day than there are men.





# Throws a Waist-High Beam 1/3 Mile

Twelve Shafts of Light that Stream as One Complies With All Headlight Laws No Glare — No Need for Dimming 74% More Light On the Road

Road Rays - Not "Sky" Rays

Direct Rays - Not "Diffused" Rays

Designed by James R. Cravath, one of America's foremost authorities on illumination. Meets exacting tests by Professor E. H. Freeman of the Armour Institute of Technology, Chicago; and L. A. Hillman, technical representative of the American Automobile Association, Chicago.

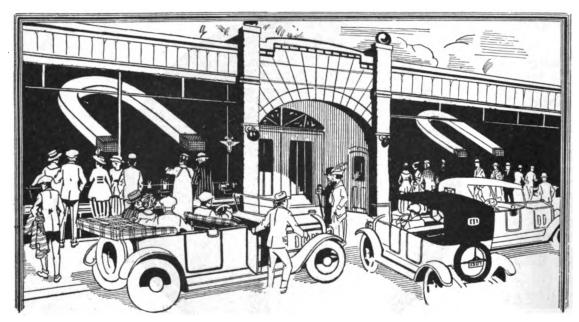
Made for all sizes and makes of cars. Extensively advertised in national publications. Big demand and profit make the New Osgood Lens a live seller for you. Write now for unusual test results and dealer plan. Our convincing data will certainly interest you.

# Osgood Lens & Supply Company

2007 Michigan Avenue, Dept. 427, Chicago



Digitized by Google



# Windows are Magnets to Draw Trade

The Stewart Lever amply illustrates a fact that must be evident to every live merchant that handling accessories is the magnet that draws trade and especially so if one but gives proper attention to their window displays.

Too often the merchant is paying a good rent on a prominent street for location and too often he is neglecting his windows or

changing them only infrequently.

Get the people of your community once to realize that your windows show something new once or twice a week and curiosity, if nothing else, will prompt them to go out of their way to see what you are now showing. It is one of the cheapest and best lines of advertising that a retail merchant can use, and at the same time one that is the most often neglected.

You have no time to neglect what should be a trade bringer and will prove true even if you hire a cheap clerk and give him suggestions or put into his hands many of the ideas which are published in the trade papers.

## GROW, BUT DON'T SWELL

It is well for you to have confidence in your ability, but when it reaches the stage of "swell-headedness" your value to yourself or to anyone else begins to dwindle.

"Some men grow with responsibility; others merely swell." The man who swells has

ceased to grow.

He has reached a place where he thinks he has all the knowledge he needs, and naturally all growth is retarded.

The best way—the most convincing way—

to prove one's capability, is by actions, not words.

The fellow who is continually bragging about what he can do is seldom of much account.

It is the man who does things in a quick intelligent manner who wins.

Such a man will be found at the top because he deserves to be there.

All concerns want him because he not only accomplishes much as the result of his concentrated endeavor, but his influence is good on the other employees.

Save the exertion it takes to tell what you can do, and use it in performing your tasks. In this way you will get so much consideration eventually that you will not be tempted to brag.

The other fellow will do it for you.

Vaughan & Bushnell Mfg. Co., of Chicago, are having much success with their V. & B. nut plier which they claim is the best designed plier for use on nuts and bolts. Owing to the construction of the jaws, a solid grip is always secured on the nut and it will not mash the nuts like the ordinary plier. It is



especially adapted for use around automobile and gas engines. A wire cutter is between the jaws. No. 3 which holds nuts from 3-16 to 5-8 lists at \$6.00 per dozen. No. 5 holding nuts from 5-16 to 1 inch, \$7.80 per dozen. They furnish a No. 200 assortment which contains 2 No. 3 and 4 No. 5 packed in a country display box, listing at \$4.60. The products of Vaughan & Bushnell Mfg. Co. are distributed through the jobing trade generally this being a line that trade can recommend with every confidence and satisfaction. They win be glad to give full information to any of our readers upon request.





# GROWTH OF "SERVICE" ORGAN-IZATIONS

The awakening of the retail dealers to the realization of the necessity for aggressive salesmanship, has resulted in noticeable activity on the part of numerous organizations having "business services" for sale.

That some good may be gained from any or all of them is quite possible, but so many things of this kind are like the Yankee's razor -made to sell-that the retailer should exercise great caution before he contracts with any of them.

The matter is of too great importance to

risk securing any but the best.

These services should be decided by the following conditions, and no one should be pur-

chased which does not fully meet all of them.

1. It must be managed by men who have had years of actual experience in this work. The dealer cannot afford to pay for giving the other fellow practice.

2. The service must be practical — not

merely theoretical.

The equipment furnished must be of the highest grade, fully adequate and having a history of a long period of successful workouts.

- The entire service must be complete, so that every probable and possible trade condition must be fully met. A sale may be lost by a mere trifle, and no sale is adequate which overlooks trifles.
- 5. It must work for the dealer—not the dealer for it. The work should fit into the dealer's individual business as the nourishing food slips in the tissues of the blood and body.
- 6. It must be exclusive. No man can serve two masters and no service can possibly work for you and for your competitor at the same time and do justice to either.
- 7. It must be sold at a price which will guarantee the delivery of all services contracted for, and yet at a price small enough to necessitate permanent patronage.
- 8. It must enable the dealer to meet all sorts of competition—and even enable him to create new business, which will be his before it reaches the stage of competition.

### BIG ELECTRIC DISPLAY

It is announced that the Nicholson File Company, of Providence, R. I., will have a part in the big eleccric display which is now being erected in New York City. It is said this display will be the most marvelous device that has yet been placed on the brilliantly illuminated thoroughfare known as the Great White Way.

It is generally known that the Rice Leaders of the World Association is composed of leading manufacturers of high grade merchandise, who have reached success through strict adherence to the basic principles of good business. Lee purpose of the Association is to stimulate a wide spread appreciation of what these sound business principles mean to the buying and consuming public.

# BRAKE LINING SALES MADE EASY



Garco Brings Out New Display Rack for Jobbers and Dealers.

How to keep a stock of brake lining in shape—make sales quickly and easily—has been a problem to nearly every garage man and accessory dealer in the country. To handle a good sized roll of brake lining is a job in itself. And to keep the sizes in stock that are wanted most is almost impossible when the rolls must be stacked up in one corner of the room or other

out-of-the-way place.

The new Brake Lining Display Rack shown here has just been issued by General Asbestos & Rubber Company of Charleston, S. C. It is designed to hold 7 to revolve very easily—makes it easily possible to measure off the exact length needed.

The Company is prepared to furnish these racks stained in either mission, mahogany or oak to match

the balance of the fixtures in the store where they are

placed.

This Garco Display Rack is strongly constructed and should easily last through years of use. It is bound to speed up your sales because it displays brake lining where your customers can easily see it. A glance will tell you whether or not you have in stock the sizes you need—every sale can be made in one tenth the time required without such a display rack

to keep your stock in shape.

The Garco trade mark is attractively lettered on the top in red and gold. This display rack is a fixture that will reflect credit on any store. ing distributed by the makers of Garco Brake Lining, but the order for it must go through the jobbers

who sell Garco Brake Lining.

This display rack is but one of the long line-up of producing this feature has necessarily limited the number that will be distributed and it is very possible that prompt action is necessary if you are to secure one of these for your store.

The bigger things are easier to do than the smaller things, and there's less competition.





### YOU CAN'T STAND STILL

In a business sense there is no such thing

as standing still.

The fellow who rests on laurels won from past deeds must be retrograding if the above statement is true.

Commercial history has shown that a year's time is amply sufficient to prove that laurel

resters are losing ground.

Old Father Time has a peculiar habit of changing conditions and not notifying human mortals in advance as to what he is going to do, consequently, the man who makes a success must be able to meet these conditions as they arise.

The man who is prepared to take advantage of conditions as they come, naturally makes

progress.

That old patriot, Patrick Henry, made the remark that there is no way of judging the

future but by the past.

He meant by this that the information we get from the past serves as a guidance for our future conduct. Hence, if we do not let our past experiences act as a teacher for our future guidance we are retrogressing. It follows from this that we must continually be on the alert to meet new conditions. The more we learn the better prepared we will be, particularly so if our past experiences are permitted to act as our teachers.

### PUNCTURE CURE

The Alcemo Mfg. Co., of Newark, N. J., have recently put on the market a Puncture Cure, known as the Kor-Ker.

After three years of exhaustive tests they believe they have an efficient combination of materials that will do the work in every case under the most exacting conditions.

Kor-Ker will seal any puncture up to the size of a ten penny nail, sealing it immediately and permanently. It stops slow leaks, it preserves rubber—it



reduces blowouts to a minimum, by keeping tires at their normal inflation, preventing thereby 90% of tire troubles from fabric rupture, and rim cutting, but it is not a tire filler.

The Alcemo Mfg. Co. will be glad to send to any hardware or Auto Accessory dealer a test set, consisting of enough Kor-Ker for one tre and force gum for installing.

They guarantee to replace any tire dam-

aged by Kor-Ker when the same is properly installed.

The Alcemo Mfg. Co. will be glad to furnish our readers with any further information upon request.

The gospel of true efficiency is "Not how much can we make, but how much can we give?"

Standing still is only death in another form. Trying to save funeral expenses is about the only excuse some people have for living.

The once-in-a-while small customer has friends, and his friends have friends. By getting his good will, you may start an endless chain system that will prove a strong ally to your business.

# AND HE BLAMED IT ON THE TIRE

He didn't pump it full enough, though all the air is free;

He left it soft and spongy-like, and scooted on with glee;

He skidded and he gridded and he whooped through dust and mire,

And when it burst He cursed and cursed,

And blamed it on the tire.

He drove it on the street car tracks with confidence superb;

He scraped it on the lamp post and he scraped it on the curb;

He slammed it and he jammed it any way he might desire,

And when it popped, Right out he hopped, And blamed it on the tire.

He cut it on some broken glass, but said that didn't hurt;

He kept right on through sand and mud and filled the cut with dirt.

It spotted here and rotted there and soon he howled in ire,

When up it blew, He blew up, too, And blamed it on the tire.

He put on chains that ground and chewed and gouged into the tread:

He knew his wheels were out of line, "But what of that?" he said.

He whizzed along, and sizzed along, he picked up nails and wire,

And when it banged His fist he whanged,

And blamed it on the tire.

Who is this man? Go ask the boys who meet him every day.

Go ask the boys who have to hear the things he has to say.

He bores in and he roars in with words of angry fire.

Though he's to blame,

It's all the same— He blames it on the tire.

-Wilbur D. Nesbit.

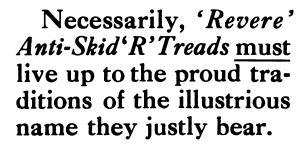
Society's problem: The High Cost of Loafing.



# In the Time of Crisis

the name "Revere" leaps instantly to the mind.

The loyal and willing man whose name these tires, that give loyal and willing service, bear, is typical of all that is best in our national character in a time of national crisis.



Year by year they have steadily increased their fame until they are known from one end of America to the other as the tires that do not fail in a crisis.

That's why motorists everywhere insist on 'Revere' 'R' Treads and that's why YOU should stock 'Reveres.'

Write us TODAY for particulars regarding prices, etc.

# REVERE RUBBER CO.

1790 Broadway, New York





## LUBRICATING OIL BRINGS CUS-TOMERS

The enterprising hardware men of today have learned from experience that lubricating oil is a source of repeat orders and new customers and that instead of sending customers and business to the garage, let it be known that you are handling a good brand of lubricant and you will not only bring trade in these lines but with the proper effort your accessory business can be increased a hundred fold.

A large investment is not necessary and the merchant who is doubtful need only invest a comparatively small amount at first and feel his way, but put forth the same effort in the accessory line as live merchants should, and you will be surprised at what can be developed. Automobiles in every community are increasing. Trade in every accessory line is increasing.

No class of customers appreciate service more and the knowledge that you can supply their needs will develop a fast growing business in accessory lines.

## OLD CUSTOM "KILLED OUT"

"Apples three for 25 cents," reads a sign in a grocery store. At that price, the old method of reducing the cost of living by eating dried apples for breakfast, drinking water for dinner and swelling up for supper must be abandoned.

Wirt B. King, Western Manager, John H. Graham Co., 268 Market Street, San Francisco, left June 9th for a visit to the Home Office, 113 Chambers Street, New York City, to be in attendance at the Annual Meeting of the Salesmen. Accompanied by Mrs. King, they will visit Grand Canyon, Niagara, making the trip down the St. Lawrence through Thousand Islands to Montreal and New York, returning via Washington, D. C., about August 1st.

### THE ''HARDWARE WORLD' ENTHUSES AND INSPIRES' WRITES A MISSOURI HARDWARE MAN.

In enclosing my remittance for the "Hardware World", I want to tell you that it is indeed a pleasure to do so, because it is the most inspiring trade paper that I have ever had the pleasure of reading.

Each topic is treated in such an instructive, interesting, attractive manner, that any tired, worn out hardware man, by reading an article or two, will obtain enough inspiration and enthusiasm therefrom to carry him over obstacles that would in his former fatigued and depressed condition, have seemed absolutely insurmountable.

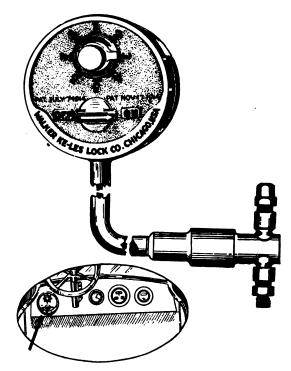
dition, have seemed absolutely insurmountable.

The merits of the "Hardware World" are many, and could be discussed at great length, but for lack of time and ability.

for lack of time and ability.

I want to extend my sincere wishes for the continuation of your good work.

H. W. GARBETT.



## WALKER KE-LES AUTO LOCK

An auto lock that is attracting quite a bit of attention in motordom today is the Walker Ke-Les, manufactured by the Walker Ke-Les Lock Company of Chicago. Those who may have felt the game of the auto thief will examine this lock with an extra interest; and those who have little faith in the lock devices that they have seen will think twice before dismissing this lock. Acording to the advertising, "the Walker Ke-Les Auto Lock makes your car as safe from theft as any secret in your mind."

The lock gets its slogan from the fact that it works on a simplified form of the combination principal commonly used in safes and vaults. By a combination lock the self-starter, battery and magneto circuits are connected and disconnected within a steel case on the instrument board. With the same operation a valve in the gasoline lead is opened and closed by means of a steel wire metal housing extending from the lock on the instrument board to a valve in the gasoline lead.

When the driver wants to lock his car he gives the operating handle, mounted just below the combination knob, a half turn to the "OFF" position and the self-starter, the battery, the magneto and the gasoline are all cut off instantly. To unlock his car the driver simply turns the combination knob to the three-number combination he has set and all the ignitions is connected and the gasoline valve opened.

The lock is capable or more than 87,000 distinct

The lock is capable of more than 87,000 distinct changes in the combination. The driver may change his combination in a minute. "No key to lose or leave in the lock, no keyhole to find" is one of the prominently advertised features. The lock may be used on every kind of car, gasoline, electric and steam.

When applying for a job, a clean collar is often as good as a letter of recommendation.

Your common interest with that of your competitor should stimulate good feeling and friendship, not hatred.



# We have Considered Your Convenience in Constructing the

# ORBIN-BROWN SPEEDOMETER

We feel safe in saying that it is the most perfectly adapted speed recording instrument for all around service yet devised.

It remains accurate under all conditions.

Its mechanism is simple, strong and durable.

It is easily applied, convenient to read and handsomely finished.

Added to these features is the Maximum Speed Hand Attachment. This device consists of a red hand which records the highest rate of speed and remains at that point until it is reset at zero. The necessity of constantly watching the speedometer is thus obviated.

You could do no better than equip the Corbin-Brown this Summer. See your dealer

Catalog on Request

The Corbin Screw Corporation
The American Hardware Corporation, Successor
NEW BRITAIN, CONN.

BRANCHES: New York Chicago Philadelphia

Makers of Corbin Duplex Coaster Brakes
for Bicycles

Protect your motor from the dangers of overheating by insuring perfect lubrication. This can be effected only with a high grade oil like



It not only increases the life of your motor, but gives it that velvet smooth purr and quick "pick-up."

You can buy Tiolene in steel drums and save money. More important, however, is your assurance that you are using a uniform grade of the finest motor oil.

Write for particulars to

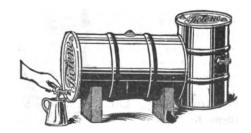
# Tiona Oil Company Binghamton, N. Y.

OR

# Union Hardware & Metal Company

Los Angeles, California

Distributors for Tiolene in Southern California, Nevada and Arizona





The Most Marvelous Metal Polish in the World

# BURNISHINE

The Best Polish for Automobile Brass Trimmings

Produces a wonderfully brilliant lustre on Brass, Copper, Tin, Zinc, Silver, Nickel and all Metals. A few rubs and the article is handsomely burnished. Will restore burnt or rusty Nickel on Stoves to its original lustre. Put up in 4-oz. cans, ½-pt. cans, 1-pt. cans, 1-qt. cans, 2-qt. cans, 1-gal. cans.

It Saves Enough Work to Pay Ten Times Its Cost

# Pride of the Bar

The easiest and quickest cleaning preparation in the market for Polishing Copper, Brass, Zinc, Nickel, Bar Fixtures, Mirrors and Glassware. No hard rubbing required. Write for free sample. Put up in 1-lb, 4-lb, and 12-lb, boxes.

J. C. Paul & Co.



# BRUNNER BAIR COMPRESSORS

Have been consistently demonstrating their sterling worth in the garage and machine shop for the past twelve years—they have proven by years of satisfactory service to be the most practical and efficient small Air Compressor made.

# There is a Brunner Jobber in Every Large City from Coast to Coast

Write for name of the Brunner jobber covering your territory.

Let us send you our catalogue and handbook on Compressed Air.

There is a complete Brunner Air Compressor Outfit for every purpose requiring not over 15 cubic feet of free air per minute.

Brunner Mfg. Co. (Dept. E) Utics, N. Y.





### NEW RIBBED TREAD TIRE

The Mason Tire & Rubber Company has placed a new Ribbed Tread Tire on the market. This is in addition to the popular Lattice Non-Skid tread which this company has manufactured since its inception. The new Ribbed Tread has a jet black top and white side-wall and makes a snappy, classy appearance. In speaking of this new tire, Mr. D. M. Mason, General Manager of the company, said:

General Manager of the company, said:

"Our new Ribbed Tread Tire has been perfected after months of experimenting and testing. This tread has all the strength and resiliency of the well-known Mason Lattice Tread non-skid tire and was built by us to satisfy the demand for an easy steering front wheel tire to accompany our non-skid. We have designed it to make a classy appearance and it

adds distinction to any car.

"This new Ribbed Tread, as well as our Lattice Tread, is the achievement of the best tire makers we have been able to gather together. All the knowledge of experts, who have years of successful effort behind them, have gone into these tires to make them the best we can possibly produce.

"In the manufacture of this Ribbed Tread we have strictly adhered to our original policy, from which we have not deviated and shall not to build a tire of the highest quality at a

moderate price.

"The manner in which our business is growing is a source of great gratification to us. In order to fill our orders we are operating night and day and are compelled now to increase our factory facilities.

"The Mason Tire & Rubber Company occupies a large modern factory structure which we thought would be ample for our needs for some time to come, but at the present rate of progress we need a great deal more room."

Mr. Mason says that ground for a new warehouse has been broken and that plans for other buildings are now being prepared. With the increased space the Mason Tire & Rubber Company will increase its present output many fold.

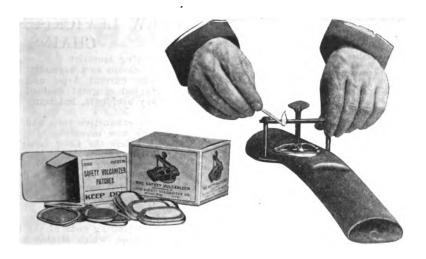
# "HARDWARE WORLD" HELPFUL IN FOREIGN LANDS.

We have much pleasure and find many helpful and interesting articles in the "Hardware World," and we are glad to enclose remittance for renewal of subscription for three years.

A. G. WEBSTER & SONS, LDT.

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Hobart, Tasmania.



# Save Time—Work and Worry! Use a SAFETY VULCANIZER

The Only Ever Reliable Vulcanizer

The "5 Minute" Vulcanizer that Really Does the Work in 5 Minutes

# YOU Can Operate The SAFETY VULCANIZER

It's so easy. It's so Perfectly done that when the patch is put on you will marvel at its neatness, the time you have saved and the economy of the operation. YOU CAN'T AFFORD TO BE WITHOUT THE SAFETY VULCANIZER.

# The SAFETY Vulcanized Patch

is the only Patch that proves Satisfactory in the Long Run. The SAFETY VULCANIZED PATCH means SAFETY ALWAYS. The Safety Patch is the only PERMANENT vulcanized patch. YOU should have a SAFETY VULCANIZER as part of your regular equipment.

The whole operation will not exceed five minutes of your valuable time, and you will have a patch that is PERMANENT—will not roll, peel or tear under any conditions in the hottest weather. We absolutely guarantee this vulcanizer to do perfect work and will last a life time if directions are followed.

Beware of gasoline or electric vulcanized patches!

Beware of cement or 'stuck on' patches!

They will leak in hot weather!

The most frequent of all tire trouble is eaused by a poorly applied patch.

THE SAFETY VULCANIZED PATCH obviates this trouble!

It makes bad tires good tires.

DEALERS! OVER 200,000 SAFETY VULCANIZERS SOLD LAST YEAR. Every motorist needs the SAFETY VULCANIZER

Every buyer brings their friends to you!

Every SAFETY VUL. CANIZER makes a Lifelong Friend!

WRITE TODAY FOR DEALERS PRICES

\$1.50

Complete with 12 SAPETY PATCHES The SAFETY VULCAN-IZER boxed complete consists of a portable clamp and one dozen SAFETY PATCHES, each patch a patch within itself, consisting of a pan or container in which is the SAFETY prepared fuel and a patch of SAFETY special cure gum attached to the vulcanizing surface of the container.

Complete directions with each outfit.

# SAFETY VULCANIZER MFG. CO.

213-215 Federal Ave. S.

Mason City, Iowa



## "OIL RUINS TIRES"

Motorists realise what a great menace oil is to inner tubes and, therefore, look for the place where they can fill their tires with

# CURTIS AIR-FREE FROM OIL

Five different sizes of com-pressor. 125 different com-binations of outfits. In stock at most jobbers. Price is right. A result of 25 years' experience in com-pressor manufacturing. Send for Bulletin C-5.

Curtis Pneu. Mchy. Cu. 1512 Kienlen Av., St. Leuis 530-L Hudson Term., M. Y.

# Driver Agents Wanted

Drive and demonstrate the Bush Car. Pay for it out of your commissions on sales, my agents are making money. Shipments are prompt. Bush Cars guaranteed or money back. Write at once for my 48-page catalog and all particulars.

Address J. H. BUSH, Pres., Dept. 708. BUSH MOTOR COMPANY, Bush Temple, Chicago, Ill.



HERE'S CAR



## JUST THE SOCKET WRENCHES THAT SELL JUST THE WAY TO SELL THEM

No. 300 includes an assortment. Quantities and sizes are determined by exact demand, and the Chest is offered FREE with the assurance that Solves Your Wrench Problems. Write-Ask for Catalog No. 183-D.

# FRANK MOSSBERG CO.

ATTLEBORO, MASS., U. S. A.

HASTINGS & ANDERSON CO., Chicago, Ill. EWING-LEWIS CO., San Francisco, Cal. EWING-LEWIS CO., Los Angeles, Cal. D. L. HERMAN, Seattle, Wash. P. W. LYNN, Dallas, Texas. W. W. CRANDALL CO., Nashville, Tenn.

## CREW LEVICK UNIT TIRE CHAINS

The thinking motorist has long accepted and demanded tire chains as a necessary adjunct to safe mo-The current type undoubtedly "did the stopped a great deal of skidding and pretoring. vented many accidents, but many improvements were

Following exhaustive tests and after the examination of many new inventions, Crew Levick Company confidently offers the Crew Levick Unit Tire Chain as the "something new" that has profited by the tryouts of a trail-blazer.

Unit Tire Chains consist of a double-ended bracket attached to the rim under the shoe. While the bracket can be readily removed without in the least marring the rim, it does not interfere with the changing of

To the protruding ends of the bracket is attached the Unit Chains, which stretch across the curve of the tire, allowing the approved amount of slack.

The Unit Chain is made individually complete;

few or many may be used according to conditions. In a sudden rain, two or three may be slipped on in a niffy. The weather clears and off they come. It is not necessary to jack up the car or "roll her over." There's no inconvenience and small effort required to attach these chains when a wheel is stuck in deep mud, hole, or ditch. A few Units slipped on and good traction is assured. That was not possible with the antiquated type. They are also more economical to use—no side chains to wear—and they permit tires to deliver maximum mileage as they need only be used when required.

Unit Chains are Elastically rigid but with sufficient Fixity to insure absolute safety—no unfixed chain to give away in case of a sudden stop and permit skidding.

Crew Levick Unit Chains are made to fit automobiles with 30 or 32x2½ inch clincher rims, demountable or stationary type. The Ford, Maxwell, Chevrolet, Vim and many other popular makes fall into this class.

John Meyers, a dealer at Genesee, Idaho, who also handles automobiles, reports a very satisfactory season in both implements and autos.

:.. WORTH ALL AND THEN SOME.
: We certainly enjoy the "Hardware World," and we are enclosing remittance to make our subscription run three years in advance, for certainly your magazine is worth all you ask and then some. COLE-LEGGETT HARDWARE CO.

New York.



MAKE YOUR CAR RIDE EASIER Knowless's Spring Leaf Spreader
Adjustable to any size auto
spring—100% easier riding,
and squeaking stopped. Also
a good repair clamp.
\$1.50, all dealers, or sent
prepaid.

SPRING LEAF LUBRICATOR CO.
1008 Forest Ave. Ann Arbor, Mich.



## "PERFECTION" PEDAL PADS

FOR EVERY MAKE OF CAR

Clamped on in less than one min-ute. No bolts or drilling of holes in pedal necessary. Send for free printed matter.

AUTO PEDAL PAD CO, INC. 794-D Seventh Avenue, New York





**BUY HALLADAYS** 

WISE DEALERS who build for future business SELL THEM. There is a Halladay Bumper for every automobile on the road and the DEALER WHO HANDLES THE HALLADAY LINE IS READY TO FILL ALL ORDERS.

Write today for catalog of Bumpers and Auto Accessories made by the House of Halladay.

Wise dealers stock quick sellers.

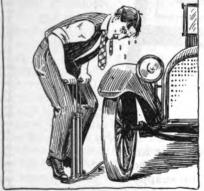
L. P. HALLADAY CO., Streator, Illinois

DISTRIBUTORS

Ash & Co., 16-24 W. 61st St., New York City E. L. Thompson Co., 817 Boylston St., Boston Gray-Heath Co., 1440 Michigan Ave., Chicago

Sanford Brothers, Chattanooga, Tenn. Southern Distributors

Hughson & Merton, Inc., San Francisco. Los Angeles, Portland and Seattle Pacific Coast Distributors



THE OLD WAY



THE ROSE WAY

# A Back Breaking Job for a Strong Man is Child's Play

With a

# Rose Tire Pump

"It's the Patent Valve"

ON THE MARKET THREE YEARS AND NOW THE BIGGEST SELLER IN ITS LINE

# For Sale by Most Jobbers

TO SHOW YOU we will send you a sample Rose Pump direct from the factory at the regular dealer's price, transportation charges prepaid, providing you will send us the name of your jobber.

LIST PRICE \$3.00

J. H. Haney & Co., Hastings, Neb.

Rose Tire Pumps, Rose Grease Guns, Rose Fan Belts, and All Automobile Leather Accessories

# Whiton Hardware Co. SEATTLE

# Wholesale Hardware



Here's a goodlooking and forceful sales helper for your window, Mr. Dealer. It's a dark, wooden frame with easel standard fitted with the snappy picture shown.

FURNISHED FREE TO DEALERS

**EXCLUSIVE DISTRIBUTORS** 

ACME BATTERIES
Automobile Supplies

WE HAVE IT

# MR. CLERK, BE LOYAL TO YOUR BOSS!

By a Clerk Who Became Boss.

Volumes of "do's" and "don'ts" have been written for the young men and women employed behind the counter!

Many of them, apparently, have been written by those who never saw the "inside" of a counter.

One hesitates to add to this array of "literature" for the clerk. But these facts stick out plain as the Washington Monument: The clerk who is ever going "to get anywhere" must have the plain, rugged qualities of common "gumption," common honesty, common sense (which isn't so common as you might think)—and Loyalty.

"Store Loyalty" Defined

Now, what is store loyalty? It is best explained this way: It is so easy for the clerk to knock the boss or the store when this or that concession is so much wanted by a customer in order to carry a point he may want.

The clerk who conforms to the criticisms of the customers, knocks when they knock, depreciates the management when they depreciate it, or declares that the goods carried are inferior—he is disloyal to the man behind his pay envelope. And, if he only knew it, he is not in the least adding to his own strength with that customer.

The Man Behind the Pay Envelope.

People like folks with a backbone—the sort that have the moral courage to stand up and defend the store or the man making possible the weekly pay check for themselves.

There is a deal of difference in the attitude and reasonableness of the clerk who has tried his hand at managing a store of his own. He may have been a little inconsiderate of the boss before he butted into the business for himself. But after he tried his hand at store-bossing, after he learned all the detail there is to take into account—the responsibility, the worry, the errors and thoughtlessness of assistants; sometimes their rank disloyalty, too—he has a mighty different viewpoint, believe me!

Your Boss Has Many Trials.

If the clerk has had experience in conducting his own store and meeting all these vexatious problems he knows just what is meant when we say that the store assistant should stand loyally and continuously behind the boss and help make the business a success.

Stand by your boss! His trials are many and varied. You may be in a similar position some day "when dreams come true," and you sure will appreciate loyalty then from those whom you employ.

The main trouble with the grandstand play is that the world sits in the bleachers.



VERLOC is the original, self-vulcanizing tire patch, guaranteed without heat or tools to permanently repair any puncture or blowout up to 17 inches in length. You can apply it in three minutes and, immediately after application, inflate the tire and drive as hard and fast as you want. Air pressure and road pressure vulcanize the Pure Para Rubber of Everloc into the tube itself.

Rubber of Everloc into the tube itself.

The genuine U. S. Khaki base of Everloc with the cured rubber airproofing and the Pure Para Rubber sticking surface are exclusive Everloc features. Everloc is the only patch guaranteed not to dry out in less than 10 years. Order from your dealer today, or if he is sold out, send us his name for sample strip.

is sold out, send us his name for sample strip.
In Sheets: 6½x18½ inches \$1.50; 4x18 inches \$1.00;

 $2x16\frac{1}{2}$  inches 50c.

# W. C. WOOD COMPANY 74 Western Avenue, Minneapolis, Minn.

We make a special sheet 20x28 inches for garage use.

# **AUTOMOBILE ACCESSORIES**



If you handle Auto Accessories, Motorcycle and Bieyele Supplies and Bicycles, why not get in touch with a Wholesale House that handles this line exclusively and place yourself in a position to serve your customers with anything they could possibly require in this line. You should have our catalog as a reference. Write for it. It will mean big business to you. motto-"If it's kin to an auto it's related to us."

MOTOR CAR SUPPLY CO. 1451-53-55 Michigan Ave., Chicago LUBRICANTS COME AND LUBRI-CANTS GO, BUT

# PIXON'S Automobile LUBRICANTS

are as staple in the hardware world as bread is in the household. There is a large demand for these PERFECT lubricants. This demand is being increased by extensive advertising.

Send for dealer's proposition and booklet No. 230 G now.

Made in Jersey City, M. J., by the

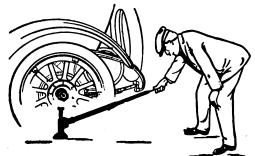
# JOSEPH DIXON CRUCIBLE COMPANY

**XX** 

Established 1827. G-163



# LANE'S "Handle Control" AUTO JACK



STANDARD EQUIPMENT IN BEST CARS

Jack is placed on the handle and pushed under the car—operated entirely from the outer end of the handle—and pulled out again after using without necessity for getting under car or in contact with any dirt or grear. Handle is jointed in the middle for storing away.

4 Sizes. At All Supply Houses.

Manufactured by

LANE BROS. Co., Poughkeepsie N.Y.

## LIGHT IN THE UPPER STORY

No doubt, some of you snail-moving merchants feel toward the trade papers, as the little boy felt toward his older brother when he said, "I wish you'd lem'me alone," but we are like the older brother; we are not going to do it. We expect to shout until we are hoarse, and to write until our fingers become loose-jointed, or else arouse you from your stupid state.

We are not condemning you because you are guilty of those crimes that are punished by law, but because you are guilty of the crimes with which unwritten law of business has to deal. You have not murdered your neighbors, but you have murdered the interest of your business; you have not stolen goods from your citizens, but you have stolen from the village gossip the stool of do-nothing which does not rightly belong to you; you have not lied about your neighbor, but you have said that you can't prevent the mail order people from getting your business. You see you are guilty of misdemeanor and should get your business morality straightened out.

### Green Scum.

Have you ever seen a pond literally covered with green scum? What is the cause of this? You know well enough it is because the water is stagnant. That is the way you look to us as we sit in our office and view you through a magnifying glass. You look the same upon close inspection, too, for we have been out among you; we have drunk out of the same gourd; we have fished out of the same stream without ever getting a bite; we have sat behind old Dobbin as we drove slowly into town.

What is this article intended to do? Why, it is intended to show you that you are light in the upper story; that you need enlightenment. You need to read the trade papers to learn how to do.

We oftentimes see you squirm when we reproach you as we do. but remember, that we are for you "hide and hoof" and are merely trying to help you turn the searchlight on yourselves, so that you may finally come into your own. If you face discouragement, we are ready to strengthen your faith in yourself; if your customers desert you we are willing to help you bring them back into the fold; whatever your ills, we are willing to help you bear them, but we cannot do this until you admit that you should make a change. We have tried to make our meaning clear; we hope you understand us.

The best compensation for doing things is the ability to do more.

Success doesn't mean getting ahead of competition so much as getting ahead of yourself.



Adjustable Canteen and Suit Case Holder



(Patents Pending.)

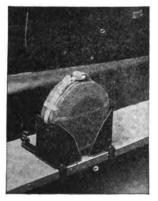


Adjusted to carry Suit
Case

Manufactured and Wholesaled by

# WHY BUY EAST?

Save large freight bills and get better goods by California products.



Adjusted to carry Canteen Can be adjusted to carry any size canteen, or suit case. Webb straps, Free, with each pair.

Jobbing Houses who have stocked these goods Union Hdw. & Metal Co., Los Angeles; Chanslor & Lyon Co., Los Angeles and San Francisco; McCoy Motor Supply Co., and many others.

Some of the Articles I Manufacture

You can carry Suitcase today, Oil Can tomorrow, and Canteen next day, with same Holder.

Ask your Jobber for samples.



In Use.



Collapsed.
Canvas Bags Free.
Two Sizes—
12x18, Wt. 4½ lbs.
14x24, Wt. 5½ lbs.
Made of Steel, not
Wire. Thousands of
these grates are in use
in California today.

LESLIE E. MOORE, 1042 S. Olive Street, Los Angeles, California

# Just What You Need on Your Own Car

What you can Sell to every other car owner. Easily attached to any auto. Bed furnished complete for any make. Plenty of space to Retails for \$15.00

carry bedding and other necessities when folded for traveling.

The "Dream" folding Auto Bed provides the same comforts as your own home. Every autoist wants one. Secure the agency. For full particulars, address

ROBT. A. BRUCE, 312 W. Walnut St., Santa Ana, Cal.

### FIGURING PROFITS

Editor "HARDWARE WORLD":

I have long been mystified by some of the "rules" I have read for figuring profits on storekeeping. Here is the sanest and simplest rule I have yet found. I pass it on to your readers. The rule is as follows:

Add to the cost of doing business the percentage of profit desired. Subtract the sum from 100%. Divide the cost of the article by the figure thus obtained. Following this rule we can figure what the selling price must be if we wish to make 15% profit on sales.

Profit		
Expenses plus profit	1	35% 100%
Expenses plus profit		35%
<b>O</b>	_	05.00

Cost is \$1.00, equals 65% of selling price. Divide \$1.00 by 65% and we get \$1.54, the selling price.

ing price.

To sum up, we have seen that, if an article costs \$1.00, and expenses are 20% of sales: To make 15 cents profit, sell for \$1.44. To make 15% profit on cost, sell for \$1.44. To make 15% profit on selling price, sell for \$1.54.

Here is another example: If the cost of doing business is 14% of sales, what must I sell an article for that costs \$2 if I wish to make 25% profit:

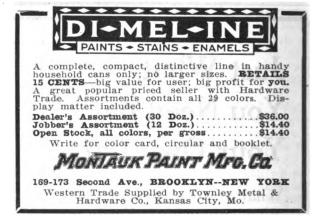
Expenses	14%
Expenses plus profit	100%
Cost	61% .28. J. C.

Advertising has done its full duty when it brings the customer to cour store. Then it's up to you, Mr. Salesman!

# PAINT IS CHEAPER; CHEAPER TO PAINT

Every day brings new evidence to the paint jobbers of the value of a comprehensive table of prices showing the glaring contrast between the increase of prices of farm produce and the increase in prices of paints and varnishes. Frank Welch of the Sherwin-Williams Co. tells of having brought this to the attention of a very wealthy young farmer at whose home Welch spent the week end recently. Casually the sales manager suggested to the young farmer host the importance of keeping his fine buildings well painted. The farmer, as usual, complained of the high price of paint. Welch, always loaded for all emergencies, pulled from his pocket one of the little tables which he always carries. He showed the young man the comparative rise in price of wheat, corn, hogs, cattle and other farm produce as compared to paint.

"Well, now, that's great," admitted the young farmer. "Do you know I never thought of it in that way before." He was so interested that he insisted Welch must leave some of the cards with him. He wanted to show them to some of his neighbors. Of course the paint man was glad to leave him a supply.







# When You Think Quality In a Motor Car You Think Eight Cylinder Cadillac

No man who ever owned a Cadillac would hesitate about buying another.

No man who knows motor cars of today would hesitate buying an eight cylinder Cadillac.

Ask yourself, if there is any other motor car in the world the purchase of which you can approach with the same assurance.

You know it is correct in design, you know it is honestly constructed by a builder of the highest integrity, you know for downright value for your money no car approaches the Cadillac.

Your natural inclination toward the Cadillac is a safe one to follow. Your hopes and expectations will be realized.

# New Goods and Specialties

# GOOD DEMAND FOR CAMP GRATES



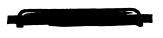
Modern conveniences in the home perhaps have not come in for proper appreciation as most of us accept the equipment we have in our kitchens as a matter of course, without stopping to think how easy it is to prepare a meal on one of the present day ranges.

When one attempts, however, to cook a meal at a temporary camp wherever noon or night overtakes them, it is

quite a different story, but even these troubles have been overcome by the invention of a camp grate, which can be set up and ready for use in a moment's

It affords facilities for preparing a number of different things over one fire at the same time.

Realizing the need for such equipment, Leslie E. Moore, Los Angeles, Cal., whose announcement appears on another page in this issue, has perfected and is



Collapsed.

supplying the trade with a Camp Grate which can be folded when not in use, into a small package for convenience in carrying.

The ready demand for such conveniences for Auto tourists led Mr. Moore to extend to other specialties, which has necessitated securing and equipping a larger factory to supply his rapidly increasing trade, and affording facilities for still further extension

along these lines.

The Jobbing trade, both Hardware and Auto Accessories are already stocking heavily of these grates, and also of the Adjustable canteen and suit case holder, another of this manufacturer's specialties.

J. B. Rumnsey Co., El Cajon, Cal., have sold their El Cajon store of general merchandise and hardware to C. C. Clark, formerly connected with Steel Clark of El Cajon. Mr. Clark has changed the name of the store to Clark's.

Schaw-Batcher Hardware Co... Sacramento, Cal. Announce they are the agents for the Grinnell Washing Machine in Northern California and Southern Oregon

The California Hardware Co., Los Angeles, are the agents for Southern California

Factory Representative : WALTER GUYOT, 1134 East Fifth Street : Long Beach, Cal.

## BEEF TENDERER

The Enterprise Mfg. Co. of Pennsylvania have placed on the market a Tenderer which is a new and quick way of making the touchest, stringiest kind of beef juicy, tender and delicious. No pounding or hammering is necessary. There is no squeezing out



of the rich nourishing juices by such a method. In fact the flavor and palatableness are increased. In these days of the high cost of living, this is an arti-

cle that will appeal quickly to every family.

There are six revolving toothed knives with sharp cutting edges, similar in shape to the human teeth, that really chew the beef. Thus, in a perfectly natural fashion, they partially masticate it and prepare it for easy digestion, an especially important feature when preparing beef for old people, invalids and children.

The "Enterprise" Beef Tengerer is easily and quickly taken apart for cleansing and as quickly assembled. No complicated parts to get out of order, and all parts being standardized, in case of accident they can be readily replaced.

The Enterprise Mfg. Co. or any of their joboin~ connections or sales representatives will be glad to give any information to any of our readers on request.

## IVER JOHNSON WRENCHES



The Iver Johnson's Arms & Cycle Works, Fitchburg. Mass., has recently placed on the market two new wrenches with a mottle

finish and a drop-forged shank. They are said to be made of good material so that the jaws will not give

and the shank cannot be broken. The length over all

is 5½ inches and the spread of the jaws 1½ inches. Case hardened, the price is 25 cents and nickel-plated 30 cents. Lue company has also brought out a combination wrench and screw driver. The shank is drop-



forged and has a screw driver on the end. The length over all is 5% inches and the spread of the jaws 11/2 inches.

The retail price is 35 cents when case hardened and 5 cents extra when nickel-plated.

A. C. Georg, manager of the G. & I. Co., at Porterville, Cal., has purchased the stock of the Farmers Hardware Co. and consolidated it with his own stock at Porterville.



The scale illustrated herewith is a product of the Detroit Automatic Scale Company, of Detroit, Mich. It registers instantly and auto-



matically on the dial the weight. price and value of any article placed on the platform. The scale is equipped with scoop and wire It is also rack. equipped with "On and off" scoop lever as required by Weights

and Measures Laws and balances scale when scoop or wire rack are removed. It is the only Automatic Hardware scale on the market, and being a time and money saver it is meeting with remarkable favor from the hardware trade.

# AUTO WHEEL CONVERTIBLE ROADSTER

New Wagon, Recently Patented, Introduced by Buffalo Sled Co.

Word reaches us that the Buffalo Sled Co. of North Tonowanda, N. Y., has just started placing on the market a decided innovation in the way of a coast-er wagon.

As you'll see from illustra-tions below



this wagon, while in appearance similar to the fam-ous Auto Wheel Coaster made by this progressive concern, is readily converted to a coaster without removing the top. The convenience of this feature will he quickly appreciated and a tremendous sale is sure to follow.

Announcement will be made very shortly in many of the most influential magazines, and with over

9,000,000 boys reading about it, dealers everywhere will have calls aplenty.

This roadster is just as strongly and substantially built as the Auto Wheel Coaster, everywhere the boy's favorite.

We understand that many dealers have already made provision to supply the demand.

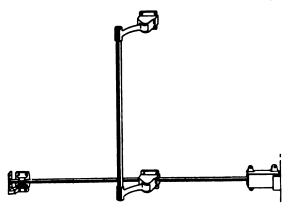
G. Harry Boutelle has purchased the Goodhue Hardware Co. at 4725 South Normandie Ave., Los Angeles, Cal., and will continue the business at the same location.

### NEW EXIT BOLT AND BAR



P. & F. Corbin announce a new anti-panic exit trim, made to sell at a popular price and which can be carried in dealers' stocks. It is made of iron, with bronze tubing covering the horizontal bar, and is light, quick acting, simple in design and is easy to attach. The No. 3367 1/2 bar can be used with any of the Corbin anti-panic locks and latches. The No. 3367 bolt is supplied regularly for doors 8 feet 6 inches high by 3 feet wide, and the No. 3367½ bar for doors 3 feet wide. The illustrations show the construction, which makes it possi-ble for the man applying the de-vices to fit them to narrower or shorter doors by shortening the bolt rod or push bar. When the bar of the No. 3367 bolt is

depressed, withdrawing the bolt heads, they are held in a retracted position until the door is again closed, contact with the strike releasing the bolts and pro-

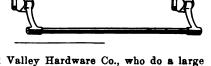


This provision prejecting them into the strikes. vents the bolt coming in contact with the floor or sill.

It is anticipated that this line will find a ready demand

for country school houses or small auditoriums where the law requires free exit and bronze metal fixtures would be too expensive. The small cost makes it possible to adopt these generally for places where panie is not possible. but where the locked-out function coupled with a ready exit is required-as in doors to store rooms, laboratories, etc.





The Imperial Valley Hardware Co., who do a large business in the Imperial Valley, Cal., have been adding materially to their stock of automobile accessories in their various branch stores.



The Common Sense Parlor Door Hanger, which, through its illustration, shows better than through any explanation, its wonderful simplicity, has been put on the market by the Wizard Manufacturing Co., 147 New Montgomery Street, San Francisco, California.

It is really surprising that a door hanger like this has not been put on the market before, as it fills a long felt need.

This Hanger is a labor saver, as the method of installing is so simple, and is done in one-half the time that it takes to install an ordinary door hanger.

The Hanger is fitted to the door without any plate or screws whatsoever on top of the door, it being simply necessary to bore a %-inch hole diagonally through the corner of the door and drop in the bolt like end of the hanger.

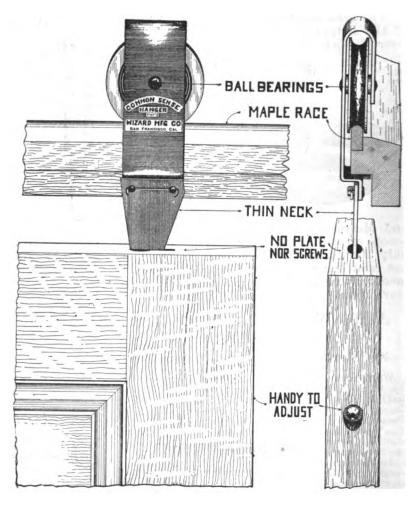
Owing to the complete absence of all loose parts, such as plates, catches, etc., it will, after being installed, stay permanently adjusted.

Should the door frame ever settle after the door is in operation, the construction of the Common Sense Door Hanger makes it possible to adjust the hanger by simply turning a little adjustment screw at the ends of the door.

This Hanger has been tried out in San Francisco for about nine months among a number of builders and contractors, and it has given such complete satisfaction that the Company is now ready to market this article throughout the United States. They have enlarged their plant and have installed special heavy stamping machinery and will be able to turn out the Hangers in

large quantities.

The Company is represented in Europe, South America, Asia, and Australia, with other products they manufacture, and they intend to go after the export trade with this Hanger also. Mr. Martin Claussen, the Manager of the Wizard Manufacturing



Co., tells us that the export business has never been, in the history of the Company, as brisk as it has been this year, and he expects to very shortly get a permanent footing with the Common Sense Door Hanger in these countries.

# Cuts Packing Costs & Way Down

The high cost of paper and corrugated board for packing, crate lining, wrapping and shipping calls for a more economical material. This material has been discovered, and already extensively used by many of the largest shippers in the country. It is known as



# Expanded Wood

It is made of soft wood veneering, strongly reinforced by thread seams. It is pliable and easy to handle, moisture-proof, stands rubbing and friction, lighter in weight. Ideal for case and crate lining and containers of all kinds. Costs much less than paper or boards and is far better.

Ask for samples and booklet. Our Free Service Department Helps You Solve Your Packing Problems.

EXPANDED WOOD CO., Evansville, Indiana, U. S. A.



# INCREASING DEMAND FOR TALKING MACHINE

The Salt Lake Hardware Company, of Salt Lake City, Utah, have recently secured the distributing agency for the Pathe Talking Machines and Records, and carry a complete stock.

Exclusive features of the Pathephone are a patented tone control service, violin tone chamber, two reproducers, elimination of the necessity of changing needles, and a sapphire ball needle.

These features, together with marvelous tone quality and perfect reproduction of all kinds of records, make this the supreme instrument in the phonograph world.

The Record catalog contains a large number of selections both instrumental and vocal in all languages.

The Pathe records are reproduced by the patented sapphire ball needle and unlike other records they are practically indestructible by the needle, regardless of the length of time they are used.

The Pathephone is equipped to play all makes of

records, in addition to their own.

A liberal discount is allowed to dealers and besides the profits derived, the Pathe proposition is one that all enterprising dealers cannot afford to overlook.

The Salt Lake Hardware Co. will be glad to furnish further information to any or our readers upon request.

# NEW ADDITIONS TO "RED DEVIL" TOOLS

Some of the latest additions to the extensive line of "Red Devil" Tools are reproduced herewith. They embody some notable improvements over the old tools of their kind.



Figure 1 is designated as "Red Devil" Circular Glass Cutter, Style No. 263. This is a convenient tool for cutting automobile headlights, either from plain or sheet glass, 2 to 22 inches in diameter. It consists of a metal base with a rubber mat to prevent it from alipping. It is also provided with a nickel-plated steel rod, graduated into 16ths of an inch for adjusting the size of headlight glass required. The cutting head which contains the cutting wheel has an adjustable which contains the cutting wheel has an adjustable set-serew. This tool has proven most useful to auto-mobile owners, dealers and garage men who prefer to cut their own headlights rather than keep a large stock of them.



Figure 2 represents the latest improved twoe of the Giant Nail Puller which is said to contain several good features. The jaw opens by gravity as the weight is at the end of the short jaw. The larger jaw good features. is made of drop forged steel and the rammer is of cast iron. being 12 inches in length. The manufacturers are Smith & Hemenway Co., Inc., 130 Coit Street, Irvington, N. J.

## ATTRACTIVE CATALOG

The Chicago Spring Butt Co. of Chicago recently mailed to the trade their Catalogue No. 32, illustrating their complete line of spring hinges. This cata-

logue gives much valuable information with reference to hinges and should be in every merchant's catalogue cabinet. Their products enjoy a wide sale in practically every country of the globe and their merits are recognized wherever hinges are used.

They will be glad to give full information to any

of our readers upon request.

# ATTRACTIVE HARDWARE BOOK-LET

The Russell-Erwin Mrg. Company, of New Britain, Conn., have recently gotten out a little booklet, entitled "Russwin Hardware For the Home."

It illustrates and briefly describes various articles in Russwin Hardware which are required in almost

Only a few items have been selected from their extensive line, which have proved most popular and

which are moderate in price.

Their complete line of designs is most comprehensive, covering practically every well known school of design and comprises over one hundred different patterns.

We show beneath the Chesterfield design.

The various handles, and front and inside door trimmings shown in the booklet can be furnished with any type or grade of lock to suit conditions, and the locks illustrated are the popular, medium-priced type but are strong and durable and will give

perfect satisfaction in

daily use.

Ιſ your requirements are for higher priced goods or for Period designs, to carry out a decorative the Bussell & scheme, Erwin Mfg. Co. will be glad to send to any of our readers upon request another little booklet entitled, "Period Designs in Russwin Hardware." design has been made in bronze metal only up



to the present time;
now, owing to the demand for such an attractive design in lower priced metal, it is being placed on the market in wrought steel, and in this metal it can be furnished in all of the popular, standard finishes and makes a most attractive design at a very low price.

### NEW STOVE CATALOG

The Globe Stove & Range Co., Kokomo, Indiana, have mailed to the trade their No. 39 catalog of Globe Electric Ranges and Heating Devices.

They are confident that no other range catalog has ever been compiled with such completeness and contains such a great fund of information. The illustrations and descriptions of various stoves and the little sales talks are quite out of the ordinary.

This is a catalog that should be in the hands of every merchant for ready reference, for it will give them many excellent ideas and suggestions they can use to advantage.



# HOLDALL REVOLVING MACHINE STANDARD A GREAT CON-SERVER OF SHOP SPACE

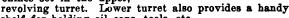
How often it happens that in taking down machines and in putting them up again, or in throwing them under the bench when it is desired to utilize bench room for some other purpose, it results in some part being broken when you wish to use the machines again! This is a true condition of the average shop which can be entirely eliminated by the Holdall Revolving Machine Standard Manufactured by the Peck, Stow & Wilcox Company of Cleveland, Ohio, and

Southington, Conn.

Briefly this device contains the following advantages. It is built with a Revolving Turret which is held in any stationary position by the use of a handy

lever. This turret holds four machines, and is designed so that it al-lows ample room for from one to four operators. The machine holders can be raised, lowered and revolved to suit operating conven-ience of either short or tall operators, or in ac-cordance with the work in progress. Then, too, the great distance from the floor to the working edge of the rolls of the machine is a decided advantage, it being approximately 40 inches. This is a feature not found in the old machine standard used on a wooden bench of a fixed height.

The lower turret is stationary and will hold four additional machines for quick interchanging with any of the ma-chines set in the upper,



shelf for holding oil cans, tools, etc.

Two additional reserve Machine Posts well out of the way are supported on brackets midway between upper and lower turrets. These hold any large bench machines that will not fit in the smaller holders. In all, ten (10) posts are provided with each standard. A handy rack is also provided for holding The Pexto Catalog, a valuable book for quick reference.

This volume contains reference tables, and shows every Pexto Tool and Machine with full descriptions for the Metal Worker.

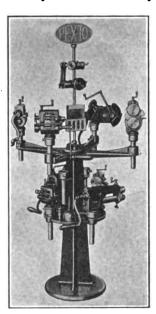
The Pexto Holdail Revolving Machine Standard is a conserver of bench room. That's its chief function, and it's a worthy one, Its snipping weight is 268 pounds.

The bigger things are easier to do than the smaller things-and there's less competition.

### THE " WORLD" LIKE A PERSONAL LETTER.

I like the "Hardware World" better than any other trade paper that I have ever read. It is live and interesting. It seems almost like a personal letter to me each month, and no doubt it does to other hardware men in the West.

BLISS HARDWARE & SUPPLY CO.



## CAMP EEH-NIS-KIM OPEN

The Great Sachem and the Prophets of the Order of Eeh-Nis-Kim have issued tribal summons to the effect that the annual Camp of the Braves and Medicine Men of the Order of Eeh-Nis-Kim convened on June 30th.

Ech-Nis-Kim is a mysterious order founded on the Indian traditions and tribal customs and its membership is composed of about 6000 hardware dealers and ship is composed of about 6000 hardware dealers and hardware retail salesmen toroughout the country. Each year several hundred of the members visit what is known as the annual Council Camp, located on the banks of Niagara River, about five miles above Niagara Falls, and there they enjoy to the fullest, a week or two of the free and easy, healthful life in the open. The camp is open during the months of July and August and all hardware men are most welcome. If they are not already members of the organization, they can come along just the same, for they ization, they can come along just the same, for they will be speedily initiated into the mysteries of the Order and the Medicine Lodge. Each visiting Indian is supplied with a comfortable tent with platform, a spring cot, blankets and sheets. At his disposal will always be the tennis courts, the handball court, the baseball diamond and the volley ball court of the Camp. There is always good swimming and fishing in the good old Niagara which, at the Camp site, is a full mile and a quarter wide.

On the Camp grounds are also located the big

On the Camp grounds are also located the big Mess Hall and the Recreation Building. The mess is in charge of two splendid chefs and their assistants and the meals are served to the visiting Indians at the nominal cost of one dollar per day. This charge of a dollar for the three meals a day is the only expected the companion of the compani pense of the Camp. Everything else is furnished free —even to clean towels and bathing suits.

This year competent military instructors, who have

developed The Carborundum Cadet Corps, will be in attendance at the Camp and certain evenings of each week during the two months will be put aside for military drill and instruction for those interested. Every Wednesday night there will be a meeting and initiation ceremonies of the Medicine Lodge.

Each hardware man is privileged to bring with him a friend not in the hardware business. He will be entitled to all the comforts of the Camp, but will not be eligible to go through the Medicine Lodge and take the degree of Medicine Man, as this is reserved for the members of the hardware fraternity.

The idea of the organization is simply to promote a feeling of good fellowship among hardware men and their friends and at the same time to afford an in-expensive out of doors vacation. Camp Eeh-Nis-Kim is ideally situated on the Niagara River in a beauti-ful grove of oak trees and everything possible is done to add to the comfort and amusement of the visiting Indians. There is good food, and plenty of it, pure water, clean, healthful surroundings and a bunch of good fellows always on the job for fun or frolic. The Camp surely provides a splendid opportunity for the hardware boys to get into the open and for but little money beyond their car fare, have a real, happy, healthful outing. Incidentally the Camp is but fifteen minutes' car ride from the wonderful Falls o. Niagara. Camp Eeh-Nis-Kim is run under the auspices of The Carborundum Company, the officials of which conceived the idea of the Eeh-Nis-Kim fraternity among hardware men. Any other information regarding the

Camp or the Order will be gladly given.
Write The Great Sachem, The Carborundum Company, Niagara Falls. N. Y., for application blanks.

: LIVELIEST AND MOST EDUCATIONAL.
: We read the "Hardware World" each month,
: and want to tell you it is greatly appreciated. It is the liveliest, snappiest, and most educational hardware magazine that comes to our store.

KUTNER, GOLDSTEIN CO.

# **Business Opportunities**

### WANTED.

Salesmen to sell to Hardware Jobbers and Department Stores on commission. The best line of Fly Swatters on the market today. Big Sales, Liberal commissions and exclusive territories. Address Bouquet-Brownson Company, St. Paul, Minnesota.

### FOR SALE.

A good paying hardware business in one of the healthiest, best climates of California. Doing a nice business in a first-class fire-proof building. Anyone wishing to buy a hardware business, this is a splen-did opportunity. Best of reasons for selling. To any one meaning business I will give full particulars. "Owner," care "Hardware World."

### WANTED.

Hardware Specialty lines wanted on commission basis by jobbing and commission firm located at Winnipeg, covering provinces of Manitoba, Saskatchewan, Alberta and British Columbia. Address Bouey Bros. Co., Ltd., Winnipeg, Canada.

Responsible firm extending its selling organization throughout South America, Canada and Russia is open to consider agencies for staple commodities. What have you to offer? Write to "Exporter," Room 608, 253 Broadway, New York.

### WANTED.

Salesmen to sell well known Oils, Tires, Piston Rings and other Auto Accessories to dealers and ga-rages on commission. Hustlers can earn big money; salesmen traveling by auto can especially cover territory advantageously. Full line in itself, but can be handled as side line. Oregon, Washington, California, Nevada, Arizona and New Mexico territory now open. Box 839, Boise, Idaho.



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### GENERAL OFFICES

388 Taylor St. Portland, Ore. Bostmen's Bk. Bldg. Phelan Building St. Louis, Me. San Francisco 415 Exchange Bidg. 211-215 Scott Bidg. Los Angeles, Cal. Salt Lake City, Utah

220-225 Pacific Bldg. Vancouver, B. C., Can.

### WANTED.

Position by a first-class hardware salesman, thirty-seven years of age. Have had seventeen years' ex-perience in about every line of goods found in a hard-ware store. Address "S. G.," care "Hardware World."

### FOR SALE.

On account of sickness, a well established general hardware business, including shelf hardware, tin, agate, glass, crockery ware, stoves, paints, oils. Stock and fixtures invoice about \$8,000.00. Terms considered. Call or address George Imhoff, Folsom, Sacramento County, Calif.

### WANTED.

One salesman to be assigned the exclusive distribu-tion of Lane H-C Automobile Jacks in the following States, compensation entirely commissions. Only first class, successful men will be considered. Lane Brothers Company, Poughkeepsie, N. Y. States:—Mississippi, Louisiana, Arkansas, Oklahoma, Kansas, Nebraska, South Dakota, North Dakota.

WANTED.

Young man to clerk in retail hardware store, twenty miles from Los Angeles. Must have clean record and write a good clear hand. Prefer young man who has had one or two years' experience and who is willing to start in at \$50.00 per month with good prospects to right party. Address "A. W.," care "Hardware World."

### HARDWARE LOCATION WANTED IN THE PACIFIC NORTHWEST.

I am contemplating a change, and am looking for a hardware location somewhere in the Pacific Northwest. I would like information as to a business or the possibility of a location in Oregon or Washington. Give full information. Address A. Otto, care "Hardware World."

# The Nineteen Hundred Washing Machine

is Jobbed by

A. A. Wilson, Los Angeles, Cal., for Southern California.

All dealers interested in agencies, are requested to write to the

Factory Representative

WALTER GUYOT, 1134 East Fifth Street Long Beach, Cal.

# PERFECTION SCREEN DOOR

### HINGES



The Hardware Specialties Co., Wabash, Indiana, manufacturers of hardware, screen door hinges, etc., are manufacturing the Perfection Detachable Screen Door Hinge, patented on May 30, 1916. The great ease with which it can be attached or detached is especially commended; with its use, the makers say, any woman or child

can take the door down or replace it in less than half a minute. These hinges are made of heavy strip steel and are very strong and durable. With the locking device the hinge never works loose, and also prevents the door from sagging.







### A BUSINESS POLICY

Announce clearly and emphatically where you stand on every question. Don't sidestep or straddle the issue. Remember that the man on the fence is a target for both sides. A man is respected by his enemies as well as by his friends if he fights in the open. Subterfuge, deceit and false promises will undo the man who uses them.

It is often a great temptation to hedge a little when facing the extreme test, where by so doing there is something to be gained; but invariably in the end it is a losing proposition. A victory won on false premises is always a doubtful one, while defeat on honest grounds is never a disgrace.

Every business should have a clear-cut policy and live up to it. The largest manufacturing and merchandising institutions formulate definite platforms and stand firmly upon them. A business without a policy is adrift on the sea of trade and sooner or later will hit the rocks.

The ideal business policy includes a square deal to all without fear or favor, one price to all, full weight and value, uniform courtesy, supreme service, adequate credit accommodation but strict and invariable collection rules. You will win the confidence and respect of your patrons when you formulate a definite platform and then, respectfully but firmly, announce your policy.

I am the poem the editor uses Just to fill up a page. 'Tis in this measure man honors the Muses, Crowding them off the stage. I must be wise, and pathetic and witty, All in eight lines at the most. Mind's the one Pegasus brooked in the city,-Pegasus tied to the post. -Amos R. Wells.

It's funny that the knocker who goes around telling what a rotten place his home town is never thinks of moving out of it.

## EVERYTHING YOU DO COUNTS

Everything you do counts either for or against you. Nothing is lost; things simply change form. Every action you take has its effect on somebody or something, somewhere. The universe is composed of infinitesimal molecules, each of which is an important component part of the whole.

When you speak of waste you mean simply misapplication. So-called waste energy is only misapplied energy barren of results. You suffer by such misapplication because you have uselessly expended that energy which should have been profitably employed—and you only have a certain, definite amount of energy to expend. Therefore expend it wisely so that it will count for you instead of against you.

Carelessness is misapplication of energy and counts against you, where carefulness in expending the same amount of energy would count for you. The difference between success and failure is the difference in the way you expend your energy in the undertaking and not the difference in the amount of energy expended. There is a reckoning for every action. Why not make it uniformly a favorable reckoning? You can do it by keeping in mind the fact that nothing is lost and that everything you do counts.

### KISSING

Some say that kissing's a sin; But I think it's name ava, For kissing has wonn'd in this warld Since ever that there was twa. Oh! if it wasna lawfu' Lawyers wadna allow it; If it wasna holy, Ministers wadna do it; If it wasna modest, Maidens wadna tak' it; If it wasna plenty. Puir folk wadna get it. -Robert Burns.

E. Y. Hooper, Brownwood, Texas, has engaged in the plumbing business at Bisbee, Arizona.







Consists of Four Complete Ratchets in One. Has long and short feed for any style of Morse Taper, Square Shank or Flat Drill. All parts interchangeable and it takes but a minute to change to any style required.

# WESTCOTT ADJUSTABLE "S" WRENCH

Handle Malleable Iron, Jaw Forged Steel



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# **CO-OPERATION**

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We aim to Co-Operate with the Dealer at all times.

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Our Stock is Complete. Our Service Unexcelled.

### M. L. KLINE

30 Years wholesaling Reliable Plumbing and Heating Supplies in Portland.

84-86-87-89 Front Street, PORTLAND, ORE.



# CALIFORNIA PLUMBERS TO MEET

The Sixteenth Convention of the State Association of Master Plumbers of California, will be held at San Diego, Cal., July 16th, 17th and 18th.

The headquarters of the Convention to be at the Hotel U. S. Grant. This will be the 17th Anniversary of the unification of the California State Association, and the 20th Anniversary of the State Convention held in California by the A. M. P. C.

An entertaining and interesting program has been provided for the members, as well as for their wives, and the Committee in charge are expecting a large attendance.

Further information may be obtained from John L. E. Firmin, 120 Page Street, San Francisco, Cal.

## PRESIDENT'S CALL TO MEET

To the Members of the State Association of Master Plumbers of California, N. A. M. P. Our Convention of 1917, will be held at San Diego, opening sessions on the morning of July 16th.

Our Convention will be under the direction of the Committee of Arrangements of the State Association, and by most generous fraternal co-operation of the San Diego Local, the program will be carried out under the hospitable auspices of the San Diego Local and its Ladies' Auxiliary. When we recall the intelligent arrangement and conduction of our convention sessions, and the memorable hospitality of San Diego upon the occasion of our Convention of 1907, I think that it were idle to here anticipate what our fraternal reception of 1917 will be.

As individual business men, as members of an organization, we cannot too strongly recall to ourselves the admonition of that great thinker, Emerson, where he tells us that "No one can keep you from ultimate success except yourself," and I would remind our members that they need not expect to attain success as business men unless they take every justifiable and rational means to educate themselves as to the logical and rational conduction of their business, and I would ask our members, "Do you know of any better school, any better educational exchange of experiences and advice, than is offered by our Conventions?" At our Convention you will find many of our most successful master plumbers, earnest and most loyal attendants, who are ever ready to profit by the experiences of others and that others shall profit by their experiences.

Education upon broad lines has ever been prominent in our National and State Associations, but never so much so as now. It is true that our National has been unable to devote its financial resources to educational work to the desired extent; it is also true that for the past

two years our State finances were in loyalty and of honorable necessity almost entirely devoted to the financial support of our National, but we now were justified in anticipating that by the lifting of those heavy financial responsibilities, we shall be placed in a position where our future State administrations can resume those Association activities which conditions compelled us to suspend, but which previously so materially contributed to the establishment of the foundation and the building up of the superstructure of our organization.

It is my belief that we master plumbers are engaged in a calling highly valuable to society, and that the better we equip ourselves to discharge our responsibilities and duty to society, the more justly we shall be judged and the better we shall be rewarded by society. It is my opinion that by gathering manfully at our conventions, and intelligently deliberating upon our business affairs and sanitary progress, we shall best discredit those who would by ridicule and cheap, vulgar misnomered "wit" profit at the expense of the "plumber." We shall sadly fail in our conceptions of duty to ourselves and those most dear to us if we fail in doing all proper things tending to place our calling in a fair and just light. When we see these facts as they really exist, then we shall also see wherein lies our duty. There must come an awakening of our craft. We must arouse ourselves from self-consuming business slumber; we must realize that American business methods of the past are obsolete, and that the master plumber of the future who hopes for fair success, must read the writing on the wall of the American Business World, and that failing

I think you will agree with me when I assert that we all realize that for years "there has been something wrong with the plumbing business." Very well, that being true, I would ask you, have you ever asked yourself the question, "How much can I, simply as an individual, and without conference with my competitors, do towards correcting the evils from which I suffer in common with those competitors who perhaps equally with myself suffer because of lack of business training and of a proper conception of how business ought to be conducted?" We can guess the answer and yet at our Conventions the very best opportunity is afforded for each and every individual to contribute his portion to the common or aggregate knowledge.

to do so he shall and ought to fail.

Every member affiliated, whether a Delegate, an Alternate or as a member, is entirely welcome to attend the convention, and will receive every consideration and courtesy excepting those parliamentary rights properly attached to delegates and alternates only.

It were almost superfluous for me to remind you that it has always been the spirit and intent of our association to extend the heartiest invitations asking the attendance at Conventions of our Ladies. It is the belief in our organization that there is no one influence which reflects creditably upon us as business men to a higher light, than does the presence of our ladies at our State Conventions, and in this opinion, I am confirmed.

Fraternally yours,

JOHN HOKOM,

President State Association of Master
Plumbers of California. N. A. M. P.





You have probably found that your customers appreciate the installation of *Kwy-etg*—the quiet closet.

Most home-builders do not like to hear the embarassing sounds of rushing and gurgling water that the ordinary closet subjects them to.

By suggesting the installation of kyrm, you not only make a more profitable sale but make a booster out of your customer—which generally helps get many a job.



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No. 71 Fire Pot. List Price Each \$13.60. Discount......

### The C. & L. No. 71 Fire Pot

certainly fills a long felt want. It weighs about seven pounds less than other fire pots of a similar type and is smokeless, odorless and noiseless, and every user knows what that means. The No. 71 has sub-flame so that the burner can be turned down low when not in use, thereby saving fuel and time. Two flames burn from each side to the center. The No. 71 will heat 12-lb. coppers as fast as two mechanics can use them. All leading jobbers will supply at factory price. Send for catalog—it's free.

CLAYTON & LAMBERT MFG. CO. Detroit, Mich., U. S. A.

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ALL DUE TO THE TANK, OF COURSE



Avoid this in future by installing only the best

Scaife Copper Brazed Tanks.

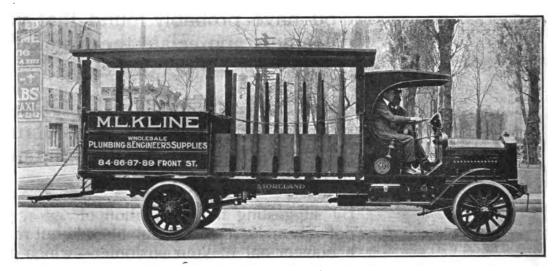
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FIRST NATIONAL BANK BLDG. Pittsburgh, Pa.

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Typical of the delivery service of M. L. Kline, the plumbing jobber of Portland, is a new

equipment just added.

Mr. Kline is a business man who has never been content to let "well enough alone," provided the doing of it will improve his facilities and service to his customers, and in line with his progressive ideas and policy he has recently installed motor trucks to afford more efficient delivery service to his customers.

#### WASHINGTON MASTER PLUMB-ERS HOLD INTERESTING CONVENTION

The Washington State Association of Master Plumbers held their usual annual convention at which the following officers for the ensuing year were elected: President, A. M. Goddard of Tacoma; Vice-President, Frank Duper of Seattle; Secretary, B. M. Richards of Everett; Treasurer, R. M. Westover, Everett.

James Smythe of Spokane was chosen to represent the Association at the National Convention to be held at Evansville, Indiana.

William F. Eckert of Seattle and a director of the National Association will also attend the National Convention.

The work of selecting executive and legislative committees of the Washington State Association was left in the hands of the newly elected president. A vote of thanks was extended to L. L. Kent of Bremerton, the retiring president, for his efforts during the past few years.

Matters of interest to the trade were discussed, and the elevation of A. M. Goddard of Tacoma to the presidency was in line with the work of the Association in recognizing Mr. Goddard's ability and efforts along constructive lines.

J. C. Dunn Hardware & Plumbing Co., Fillmore, Cal., are enlarging their establishment and adding improvements that will give them facilities for carrying an increased stock.

#### THE PRODIGAL GIRL

We all have a heart for the prodigal boy
Who was caught in sin's mad whirl,
And we welcome him back with songs of joy;
But what of the prodigal girl?
For the prodigal boy there's an open door
And a father's bounteous fare,
And though he's wretched, sick and poor,
He is sure of a welcome there.

But what of the girl who has gone astray,
Who has lost the battle with sin?
Say, do we forgive in the same sweet way
We've always forgiven him?
Does the door stand ajar as if to say:
"Come, enter, you need not fear;
I've been open since you went away,
Now close to the second year?"

Or do we, with hand of hellish pride,
Close and bolt the door,
And swear, "while heaven and earth abide
She will enter here no more?"
Oh, Christ! it seems we have never learned
The lesson taught in the sand,
For even yet the woman is spurned
And stoned in a Christian land.

Down into the slough we hurl her back
Then turn around with a smile,
And welcome the boy from the sinful track,
Though he may have been more vile.
We all have a heart for the prodigal boy
Who was caught in sin's mad whirl,
And we welcome him back with songs of joy;
But what of the prodigal girl?

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## You're the Judge



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No. 50 furnace, 1 gallon

No. 60 furnace, 9 pints

for all of the manufacturers of furnaces and torches. Are you receiving perfect satisfaction from the make you are using now? If so, did it ever come to you that there might be a make on the

market which would give you better results?

If you want the best results, insist on the "Always Reliable" furnaces and torches. Patents cover the many improvements which are fitted to this make. TRY SOME AND CONVINCE LOURSELF OF THE QUALITY. Your jobber will supply at factory prices. Catalog free on request.

OTTO BERNZ, Newark, N. J.

### Garden Hose Valves

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## Recognized Quality

Which command repeat orders for you.



Sizes ½" to 2½" inclusive. Both bent and straight Hose Spout.

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Pacific Coast Representative
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The Official Award Ribbon

of the

Medal of Honor

## Trimo Tools

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SEND FOR GATALOGUE NO. 777







"Honor Awarded Means Merit Rewarded"

### Can a Man Be His Own Boss?

"I wanted to be my own boss. I wanted to work for myself. And I wanted work in which profits would increase in proportion to the time and ability devoted to the job. That is why I took up Blank's work."

So writes a young man of the East, and what he says is used by Blank as an inducement for other young men to follow his ex-

ample and "take up Blank's work."

Let us admit this to be the ambition of the average man: to be his own boss, to work for himself, to get the most in profits for his time and ability. It is a laudable ambition, worthy of all encouragement. But is it an ambition that may be achieved? Can any man be "his own boss?" Can any man work just for himself?

What is it that the "boss" may do that is disliked by the average man? He may (1) tell you when to start and when to stop working; (2) decide, in some degree, on your working conditions; (3) refuse to pay you for your work, for your time and ability, what you think you ought to get; (4) refuse to continue any working agreement with you. In brief, he may "hire you and fire you."

We do not blame any man for not liking these things. But we may criticize him for holding to a point of view which magnifies them or makes them appear to be particularly undesirable. If a man will sit down and be perfectly honest with himself, he most likely

will reach these two conclusions:

1. There is no man living, and no man ever has lived, who can be or was "his own boss."

2. No man can work and no man ever has

worked just for himself.

Upon these rational conclusions the thoughtful man will proceed straightway to establish a point of view that will bring to him most nearly the greatest amount of individual freedom in the earning of his livelihood possible under such conditions as he finds about him.

To get this rational point of view a man must possess Imagination—the most potent thing known to humanity for the making of work light and pleasant. He must be able to set himself at different angles to the sort of work that is before him—that is, let us say, to the work he prefers to do. He must be able to put himself frankly in the place of this or that one among his fellows. He must be able to picture himself as being something different from what heretofore he has fancied himself to be. He must be able justly to himself and to others to mark up or down his own value as he sees it

A careful analysis of everything that goes to the making of a business house will reveal the somewhat startling fact that the office boy is more his own boss than the head of the institution. Assuming that there are 500 employees in the office and that each one has the right to "boss" the office boy, we may set down the number of his bosses as 500. The house, let us say, has 25,000 customers, and every customer is the "boss" of the business. Therefore, the head of the house has 25,000 bosses.

Besides all this, the responsible executive has scores of other bosses that the office boy never may know anything about. There is the boss of trade conditions, the boss of financial conditions, the boss of public whim or fancy, the boss of a hundred and one whimsical things that have their bearing on business. And all of these tell the head of the house what he must or must not do if he would continue in business.

The President of the United States—in several ways the most powerful executive in the world—has a boss in every voter. He is bossed by tradition, by precedent, by diplomacy, by red tape, by custom. He is about the most bossed man on earth. The most puissant master of finance, or captain of industry, or merchant prince, or social autocrat who ever lived had so many bosses that he could not call his soul his own. If his point of view seemed to make him "his own boss," he owed the delusion to his imagination and not to cold fact.

Every man is bossed more or less all the days of his life. The man who is bossed least of all is the wise man who, paradoxical as it may seem after what we have said, becomes his own boss by co-operating with every feature of his environment, and works "for himself" by making everything that he does a matter of live personal interest.

Direct and enthusiastic personal interest in your work co-operating with an always alert imagination, will bring you the nearest to an unbossed condition that it is possible for a man to attain. It is not difficult for you to imagine that what you happen to be doing is for yourself, that you must be satisfied and pleased with it or it has not been done right.

Remember that the best you can do is to imagine that you are your own boss and that you are working for yourself. The young man who served as an example when we set out on this chat wanted to be his own boss and to work for himself, so he "took up Blank's work." That is, he straightway began to work for some one else and to have some one else for his boss. He worked for Blank and he had to work as Blank wished him to, or not at all. If in this he found the condition



expressed in his wish, it came through his imagination and not through actual facts.

Be honest with yourself. Remember that no man has or can have absolutely his own way for any great length of time about anything. Soon or late he runs up against something in the shape of a "boss." something that tells him he must do this or he must not do that. Don't yearn for the unattainable. Be governed by common sense.

It is a belief common among men that the only way to be your own boss is to work for yourself. Try it, then, by working for yourself no matter what you are doing. In other words, put yourself wholly and enthusiastically into your work. Make it your own. Treat it as your own. Take the interest in it you would if it were actually your own. Be bossed only by your natural limitations, and be careful never to set these definitely. Keep moving them back as far as you can, thus giving yourself a wider and wider range of freedom from day to day.

If you never entertain the idea that some one is your "boss" you never will feel that you are being bossed. If you always imagine you are working for yourself how can you feel that you are working for some one else? And if you are ever disposed to look upon your employer—or the man with whom you are working under an agreement, if you prefer it this way—as a "boss," just think of how many more bosses he has than you, of how much more he is "bossed" than you, and fill your soul with content.—Valve World.

#### OPPORTUNITIES ARE AHEAD

Opportunities are always ahead of you, and the man who can travel fast enough to overtake an opportunity can bag it. No man will ever meet opportunity coming toward him. The opportunity that would turn back is not an opportunity.

Poverty, like heat, motion and neutrality, is a relative term. Yesterday the man who owned but a nickel was considered poor; today the man with a paltry hundred thousand is poor when compared to the one who possesses fifty or a hundred millions. Is it possible that tomorrow the man with a million will be groveling in poverty beside the trillion-

Do you want to know the man against whom you have most reason to guard yourself? Your looking-glass will give you a very fair likeness of his face.—Whately.

The Discus Plumbing Co., Douglas, Arizona, are preparing to move to a new location in order to give them the needed facilities for an increased stock.

M. Isbister, Portland, Oregon, was awarded the contract for the plumbing in the new children's wing of the county tuberculosis hospital, at \$1680.

#### STOP GUESSING

#### YOU LOSE MONEY WHEN YOU DON'T KNOW

There is no excuse for not knowing, when we can give you the information up to date on market prices, both wholesale and retail. We are prepared to furnish you approximate wholesale cost, as well as retail prices, at which most lines are being sold. We can refer you to many retail merchants and plumbers, who find our system and price bureau a big help to them.

Write for full information.

#### CURRENT PRICE BUREAU 322 Merchants Trust Building

LOS AMGELES, CAL.



#### There is a Growing Demand

for Kerosene Torches.

O. & L. No. 96, quart size, produces a steady blue flame of intense heat, devoid of smell and smoke. The burner is made of special metal and so constructed that perfect generation is obtained and it is sure to please the user. The tank is made of seamless drawn brass, fitted with large automatic brass pump. which quickly which is medent of the seamless of the seamless drawn brass, fitted with large with the production of the seamless o

No. 96 Torch. List Price
Each \$8.80. Discount.
and where Kerosene as fuel is desired, will give perfect satisfaction. All leading jobbers will supply at factory price. Send for catalog—it's free.
CLAYTON & LAMBERT MFG. CO., Detroit, Mich., U.S.A.

## SMOOTH-ON

IRON CEMENT No. 5

For making hub joints on cast iron soil pipes, gas and water mains.

EASY TO APPLY

Difficult joints quickly and easily made

SMOOTH-ON MFG. CO.

Jersey City, N. J.

For Sale by Supply Houses

Sold in 1, 5, 10 and 25-lb. tins.

### Patriotism at the Pie-Counter

By Harry Gale Nye



"This war is going to leave a lot of nations flat on their backs," said one man.

"Yes," replied the joker, "and what's worse, it is going to leave a lot of men flat on their stomachs."

But perhaps that is not so worse, after all.

There are a lot of us too fat for our own good.

I am not blaming the man who is fat because he cannot help it. Not all of our fat is acquired, some of it is inherited. Sometimes fat comes just as naturally to a man as truth to a salesman. He can diet to a fare-ye-well, and all he ever does is to put on more meat. Some fellows try to walk it off; and they gain twenty pounds from the exercise. For the man who is constitutionally fat I have nothing but words of kindness. He has enough to carry around, without some guy who is skinny saying things. Some of his critics are too stingy to get fat. They love a dollar so well they begrudge themselves food.

But there are a lot of fellows who eat too much for their own good. If they are according to the hard, physical exercise they take their breakfast would consist of the fingerbowl, their lunch of a cream-puff, and their meal at night of a hummingbird's second joint. Instead they eat as though they had dug four of five miles of ditch and laid a thousand yards of main. It's bacon and eggs, and cereal and toast, and jam and fried potatoes and griddle cakes for breakfast, a T-bone sirloin for lunch, garnished with a pound of potatoes and washed down with a quart of soup, all followed by a half-acre of mince pie, and at night everything from consomme to cordial. Then along about 45 they land in a hospital and have their boilers overhauled, or enough gravel taken out of them to lay a mile of pike and their temperature taken every twenty minutes and their bankroll every month. They have to wear a bib and be fed by a nurse. bread and milk for them, or a nice, cool cemetery, as they prefer, instead of the fleshpots of Egypt and the electric lights of the roof-gar-They don't dare eat anything heavier than Mellin's Food or drink anything stronger that Horlick's Milk.

And this right at the time when they ought to be playing their best game of golf, and grabbing off business like a small boy selling smoked glass during an eclipse. Their hearts were all right, but they were too strong for their stomachs. They were good fellows to everybody but themselves. And now they have to monkey around with gout, or something else while the lighter eaters cop the business.

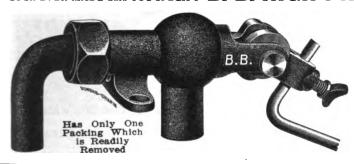
The belt line that I am shooting at is the one around the fellow who eats twice too much, the chap with a four-foot bust who is almost ready to. You will see him over at your club or down at the restaurant any day. He doesn't eat a lunch, he attacks it. He goes through food like a plow through a sand soil. He licks the platter clean. He leaves behind him a ruin of bones and potato skins and other signs of devastation. Then he goes back to the office or the shop and has a headache or a nap, and is so logey the rest of the afternoon that it costs the business every day more than it does the man for a month of even such lunches as he eats.

So this war is going to do some of us Americans some good. The President has asked us to practice a little economy of food, and the first boy who ought to begin it is the lad who has been stuffing himself like a furnace during a blizzard and getting up so much animal heat that he seems likely to blow off his safety valve and explode in a cloud of highballs, mince pie and beef tenderloin. A good place to begin will be the noonday lunch. Let's cut out the pie today, and next week substitute bread and milk for the sirloin of beef. You may feel hungry for a few days, but in a few days more you will feel so fine that you will quit feeling hungry. You won't want to nap and your little loaf at noon, instead of overloading you like a Chicago street car, will freshen you up and fit you out for an afternoon of real business.

To the fellow who is doing real, manual labor this doesn't apply. He needs more fuel, and there is another point: the fellow who doesn't need so much, but stuffs it in anyway, and leaves it to his good-natured and long-suffering digestion to take care of it somehow, is keeping that fuel away from the fellow who needs it.

For food has become something to think about. The United States has opened a restaurant and asked the old world to be its customer, and it is going to be some job. Uncle Sam has got to quit wasting in the field and in the kitchen. He has got to raise all he can, and quit eating all he can. It's a grand time for a little self-sacrifice; and it is especially grand for the man who over-eats. The war may leave him a little flat on his stomach; but that will be much better than, as the joker suggests, leaving the nation flat on its back.

#### YOU GET THE SIMPLEST AND BEST B. B. HIGH PRESSURE BALL COCK

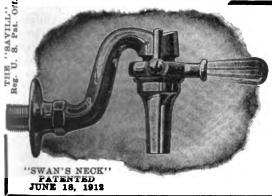


They can be had for top supply, bottom supply, end supply, bottom supply low down and high low down, with either rough or nickel plated nuts and tails, also that the tail piece can be had for lead pipe or threaded with any thread desired.

All sizes up to and including 4-inch carried in stock.

We Special Packing Bequired. Ground Joint Coupling, which is always tight. He hammering. Benewable Seat of Steam Metal. We Singing or Whitling. Boller Bearing Lever on Cam, Beducing friction to lowest amount.

BOSTON BRASS COMPANY Bason and Plimpton St., Waltham, Mass



## The Savill Swan Neck Faucet

The Original Quick Opening Perfect Sink Pancet ONLY faucet with all operating parts within basin.

If hands are soiled or holding something, faucet can be opened or closed just as easily with a finger, the wrist or arm.

Opens to full stream and shuts off in fraction of a minute.

'SAVILL' Faucets are a profitable and most satisfactory line. Investigate now.

Send for Booklet

Made in S. O. T. See A-5 Catalog.

THOS. SAVILL'S SONS <u>1310-14 Wallace St.</u> Philadelphia

HOLBROOK, MERRILL & STETSON, San Francisco, Cal., and Los Angeles, Cal.

## Keep Your Eye On This Trade Mark

You know what the famous old marks—"Little Giant," "Lightning," "Green River" and "Smart" mean to users of screw cutting tools.

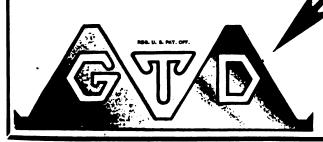
The GTD mark means all of this and more-it means that the organization back of these trade names (Wells Brothers Company, Wiley & Russell Mfg. Co. and A. J. Smart Mfg. Co.) now work as one unit to perpetuate and, if possible, to improve the high standard of quality of their taps, dies, screw plates, reamers, gages and threading machines.

Watch for our ads in Saturday Evening Post Literary Digest Scientific American Popular Mechanics

We still have a few copies of a pamphlet issued to our salesmen and representatives announcing our livertising and selling plans. They advertising and selling plans. They are not secret. If you would like a copy, say "Send me GTD Plans."

GREENFIELD TAP & DIE CORPORATION Greenfield, Massachusetts

Yew York, 28 Warren St. Chicago, 13 South Clinton St. London, 149 Queen Victoria St. Canadian Factory, Wells Brothers Company of Canada, Ltd.





Water Pipe Freezes.

Editor Questions and Answers:—Last winter the cold water pipe in my house froze up several times. Also it froze once out in the yard between the house and street main and so I shall get it fixed this summer. Now, before so doing I would like to know the best method of getting sure results and would greatly appreciate your advice.

READER.

It may be possible that in your cellar the pipe is run near some outside door or window, some plumbers being so careless as to never pay any attention to the location of such pipes. If so you can either have the pipe run at least four feet from outside wall, or can have the pipe covered with the pipe covering used for such conditions.

Regarding the pipe outside, as you will have to dig a ditch to get at it, we advise that you make the ditch big enough to work in conveniently, so as to do a good job. We should cover the pipe with a good quality of pipe covering and then slip some tile over said covering cementing the tile joints and pounding the earth back to place after the tile has been covered. If you follow this advice we believe your freeze up troubles will be over.

#### Fuel Economy in the Boiler.

Editor Questions and Answers:—In two heating jobs put in about three years ago, and of similar size in houses very much alike, the fuel bill differs quite a bit. One house burning three tons of coal less per season, the one that burns the most coal shuts the fire off entirely at night while the other one maintains some heat during the night. Can you tell me why this is so as I should think that it would be just the other way. I read your magazine with much interest and learn something from each number.

JACK PEARSON.

The results you have noticed in the jobs you have noted are quite in keeping with others we have had occasion to observe and we assure you they are entirely "regular." It costs less (in fuel) to maintain a certain amount of heat during the night than it does to shut the boiler off entirely allowing the house to get cold. You then have to build up a strong hot fire and try to warm the building in one hour's time, or less.

#### Pressure Hot Water Heating System.

Editor Questions and Answers:—What is meant by a pressure hot water house heating

system? How do they work and are they any better than any other kind of hot water heating?

APPRENTICE.

A pressure job is one on which some device has been placed to increase the pressure. Generally this device is placed on the pipe line between the boiler and the expansion tank and releases the pressure after it has accumulated ten or fifteen pounds above the natural pressure. Pressure appliance manufacturers claim that these devices give quicker circulation to the water in the system.

## WHAT SORT OF A FELLOW ARE

Why censure, condemn, or e'en criticise
The faults you may see in another?

Just take out the beam found in your own eye.
Then the mote will leave that of your brother.

You talk of his weaknesses, follies and sins; He has them—that is doubtless too true, But here is a question I'd like to propound, What sort of a fellow are YOU?

Do you hug to yourself the delusion absurd
That in you perfection is found?
Do you think yourself faultless? You know
you are not;

Then why pull the other man down?

It will keep you quite busy safeguarding your thoughts,

Without troubling what others may do. You'll agree that it will, knowing others will

What sort of a fellow are YOU?

Oh, the sins and the follies we find in ourselves:

Then why should we censure our brothers? Though they have their weaknesses, many of them,

In ourselves we shall find there are others. Look not for the man who possesses no faults.

For we all have them, many or few; When condemning another don't forget 'twill be asked,

What sort of a fellow are YOU?

-DeWitt McMurray.

If you put more into the job you'll take more out of the pay envelope.

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### **ARMSTRONG** TOOLS

Tools bearing the name of the Armstrong Mfg. Co. are superior made tools. Perfect in construction, accurate and dependable.

The name of Armstrong has ever stood for the best in service, quality and workmanship.

#### Tools with an Enviable Guarantee.

Send for our catalog of Gen-uine Armstrong Stocks and Dies, Water, Gas and Steam Fitters' Tools and Pipe Threading Machines.

#### THE ARMSTRONG MFG. CO.

276 Knowlton St. Bridgeport, Conn.



Quart No. 32

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GASOLINE BLOW TORCH

Highest Grade Torch made. Lowest price consistent with Quality.



Pint Mo. 48 Auto Torch



THE OPTIMUS MANUFACTURING COMPANY Henry W. Peabody & Co., Agents

STATE STREET **NEW YORK** 

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# Capoco Sanitary Vitreous



## Earthenware

can be purchased from any Jobber of Plumbing Supplies in the United States.

Write for Special Catalog

Specify C. POCO Ware for your Bath Room on particular jobs, whether it is a Closet Combination or Vitreous Lavatory.

Camden Pottery Co.

Factory: Camden, M. J.

Philadelphia Office 1511 Sensome Street Now York Office

### WAR A BUSINESS STIMULANT

By Knowlton P. Drysdale.

With the entrance of the United States into the world conflict, there is no occasion to fear that business will suffer as a consequence.

Quite the opposite is true. Business is merely the exchange of commodities—the exchange of one man's product for the product of another, with money as the medium of ex-

change.

The mistaken idea that because the Nation is at war, people should therefore skimp and economize and deny themselves the things which they would purchase under normal conditions, would, if followed, be calculated to bring about the very condition that it is most

necessary to avoid.

To prosecute a war successfully requires money, and lots of it. The only source from which money can be obtained is from the people who have it. The only way that people can get money is by producing something, whether the product be that of brain or brawn, and exchanging that product for money. Then, the use of that money to purchase something which somebody else produces keeps it in circulation, encouraging production and furthering business activity.

A single dollar in active circulation contributes more toward promoting prosperity than the entire wealth of the Nation, allowed to re-

main dormant.

There is more money in the country today than ever before in our history. The government is preparing to raise several billions of dollars. But that does not mean that these billions are to be withdrawn from circulation.

Just the contrary is true. For the most part, this money will be raised from funds which have been inactive and every dollar of it will soon find its way into the channels of trade. It will mean the production and purchase of munitions, of textiles, of ships, of foodstuffs, and of the innumerable other things necessary for the equipment and maintenance of our army and our navy.

Even the funds which are loaned to the European allies will not leave our shores, but will remain in our own country, and they also will

be used to purchase war material.

The colossal purchases made in this country by the European allies during the past two years have resulted in unexampled prosperity here, and now with more billions which must be expended in the same direction, that prosperity is bound to be greater than ever.

The individual who thinks that he is helping his country's cause by practicing unwise economies and encouraging others to do so, is doubtless well-meaning but sadly misguided, and his activities can tend only to weaken

rather than strengthen the situation.

The only economies which are at all justifiable are those which will serve to assist in prosecuting the war. In this list the most essential is the conserving of our food supplies. It is probably safe to say that the value of the foodstuffs wasted in the United States is enough to feed an army of a million men.

One of the important factors which have contributed to making ours the most prosperous country in the world, is the inclination of the great mass of our people to spend their money in providing themselves liberally with the things they want, whether those things be necessities or luxuries. In this way, each has been instrumental in keeping his fellowman busy, and that fellowman by his liberality in supplying his own wants, has enabled other fellowmen to supply their wants.

No nation whose people confine themselves to the bare necessities of life has ever become

rich and prosperous.

We shall continue to live as we have lived, much the same as though we were not at war. We shall continue to be clothed; we shall continue to build homes; we shall continue to supply ourselves with the thousand and one things which contribute to our needs and to our enjoyment.

Manufacturers will continue to keep their fires burning; they will continue to keep their men employed. The farmer will continue to buy implements and machinery. The building of roads so much needed, and other public improvements, will be continued as before.

And it is well that it is so.

One of the best ways for us to show our patriotism is to do the things which will promote our country's general prosperity, and therefore place ourselves in a position to render the maximum aid to the government in providing the means with which to prosecute the war to a successful conclusion in the shortest possible time.

#### PIPES

Pipes are connected with sinks, bath tubs. boilers, furnaces, reservoirs, gas jets, organs and mouths.

Every man has a large number of pipes—even that almost man who considers smoking immoral. Considering smoking immoral is one of his pipes. He also has pipes of an anatomical nature, but we will occlude the sesquipedalian difficulties of an enumeration of their technical names.

Pipes are put in buildings for the convenience of inmates and for the profit of plumbers.

Disordered pipes are quite common, but if a man loses sight of the fact that there are plenty of sound pipes, probably he does not go to church often enough, or else he has never heard a Scotch band.

Cellars are full of pipes. Many a man has pipes in his house but has to go down cellar if he wants to smoke them.



## It's a Well Known Fact---

that BEATON & CORBIN Plates mean the newest and best in the world of plates. No. 10 is our newest model. For floor and ceiling. Made in cold rolled steel and brass, also nickel plated. Pipe gripping spring a new and clever device. Sizes % to 4 in. Accept only the genuine.

Plates carried by the leading plumbing and supply jobbers.

Catalog on Request
The Beaton & Corbin Mfg. Co.
Southington, Conn.

Pacific Coast Representative W. E. GILCHRIST



A GOOD UNDERSTANDING is what makes the MARTIN Pertable Vise Stand and Pipe Bender stand without hitching. Legs are quickly detachable. Light and easy to carry. Bender has a capacity of % to % inch pipe.



MOS MINK

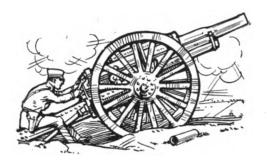
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ted Jan. 36, 1915

We want you to try the MARTIN for 10 days at our risk. Send it back if you don't like it.

Write now.

II. P. MARTIN & SONS, P. O. Bex No. 475, Owensbore, Ky.



## Where Dependability Counts

Where quick action may mean the difference between life and death—and adjustments must be made in seconds rather than minutes, the Crescent Wrench is daily proving its superiority.

Whether it's keeping a hard worked battery in order, keeping a truck train moving under fire or making a lightning adjustment three thousand feet in the air, you'll find a Crescent the favorite Wrench with men who know.

Crescent construction means easy, quick, positive adjustment. Crescent materials insure unfailing strength in every emergency.

CRESCENT TOOL CO. JAMESTOWN, N. Y.

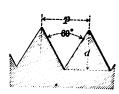


## UNITED STATES STANDARD THREADS

Just when the screw thread was first used is a secret of early history, but evidently it was adapted from nature. The prehistoric monkeys used the spiral wild grapevine as a means to ascent and descend trees.

Ancient history records various forms and uses of the screw thread, and with the improvement and adaptation to iron and metals, it has been, and is a wonderful factor in our industrial development.

To many people a screw thread is a spiral groove cut in a rod, and so it was not many years ago, but necessity brought improvements,



until largely by custom the sharp V thread was universally used by American manufacturers for taps and dies. However, there was no standard formula for the sharp V thread and each manufacturer followed

his own ideas for the betterment or alteration of same with the result that a tapped nut from one manufacturer might not fit a bolt from another manufacturer with any uniformity.

One of the variations was the V thread oversize, meaning 1-64 or 1-32 inch larger than nominal size, and was occasioned by the custom of the steel mills in rolling rods slightly large.

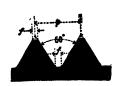
The sharp V thread with its knife-like edge was easily bruised or broken in handling, and was the occasional cause of injury to workmen, so it was not strange that industrial economy demanded an improvement.

This came in the form of thread which is flatted at the top and bottom, retaining, however, the 60° angle between walls same as the V thread.

This was first adopted by the Franklin Institute of Philadelphia with definite measurements for pitch, angle and lead. Later the U. S. Government took it up, followed by leading mechanical societies and manufacturers, until today it is known as the United States Standard, and is almost universally used for bolts, nuts, screws, etc.

The Society of Automobile Engineers (S. A. E.) also adopted the U. S. form of thread, but provided for finer threads, viz.: more threads per inch.

In certain sections of the United States, there are still used some of the old V thread, probably because the users are not fully aware



of the many advantages of adopting the United States Standard, and in the interests of industrial efficiency, economy and good practice, you are urged to concentrate on the United States Standard for Taps and Dies. If your customer is buying extra parts for a screw plate assortment, which is the old V thread, point out to him the advantages of taking the U. S. Standard, which will exactly fit bolts and nuts as found in jobbers' and dealers' stocks today. By so doing, you enable the manufacturer to concentrate his efforts on one line, the jobber and dealer to carry a more complete stock with a smaller investment, and the ultimate user to avoid confusion which has heretofore existed.

C. W. Forbes has let the contract for the erection of a building to be occupied by the Washington Hardware & Furniture Co., Pasadena, Cal., when it is completed.

#### ARMOUR'S ADVICE

A business bugaboo of the late Phil D. Armour was the tendency of some of the firms to engage in a particular line or adopt certain methods just because a competitor was doing it. In a letter to his son, he wrote, "It serves us just right if we lose money in it. We are simply in it because we saw someone else in it and not from any special knowledge of desire of our own. We saw someone else doing it and couldn't refrain from doing it ourselves. I have posted a rule in the house that any man who says we ought to do so and so because a rival company is doing it is to be shot."

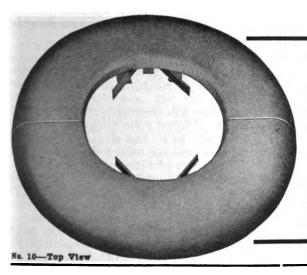
In another letter he gave this bit of advice: "When you feel real mean go out behind the barn and kick yourself a few times and when you come back you will feel better and act wiser. In other words, show more policy and don't let your temper run away with you. When the other fellow loses his temper you practically have him beaten."

Guercio Bros., 602 W. 6th St., Los Angeles. Cal., have been awarded the contract covering the installation of the plumbing work in connection with the erection of the two-story class C store building on Hill Street, for Mrs. Surania Van Nuys, amount \$1,338.

The following contracts have been awarded for work in connection with the construction of the 12-story theater building on the corner of Third Street and Broadway, Los Angeles. Cal.; plumbing and sprinkling system contract awarded to the Thomas Haverty Co., 517 So. Los Angeles St., Los Angeles; steam heating and ventilating system contract awarded to Munger & Munger. 167 East Union St., Pasadena.

Munger & Munger have the contract covering the plumbing work in the two-story residence being erected in Altadena for Paul F. Johnson. Amount \$2,300.



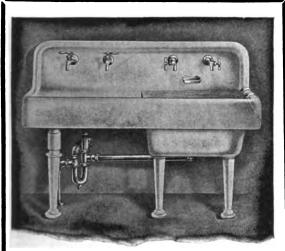


### THE PUBLIC DECLARES

Our No. 10 Floor and Ceiling Plate the best universally used. It is the most satisfactory, most reliable plate made. All we ask is that you try it once—then compare it to any other plate you've used. We're sure you'll agree with us that this No. 10 is the winner.

#### THE BEATON & CADWELL MFG. CO. NEW BRITAIN, CONN.

New York Office and Store, 234 Water St. Pacific Coast Representative, Wm. P. Horn & Company, Rialto Bldg., San Francisco; Dekum Bldg., Portland; Hollenbeck Bldg., Los Angeles. Middle Western Representative, Harry Verbeck, 129 No. Clark St., Chicago, Ill. Western Canadian Agents, A. E. Hinds & Co., Chamber of Commerce, Winnipeg, Mani-toba. Southwestern Representative, J. R. Devereux, 233 St. James Street, Montreal, Quebec.



Sink and Laundry Tray Combinations are both handsome and practical. Ask for Catalog "G" and Second Supplement illustrating the entire line.

The Cahill Iron Works CHATTANOOGA, TBNN.

PETLADELPETA Francisco office, 1740 Sacramento St. Chas. H. Stanyan, Sales Agent

Kept in stock by E. A. Esppare & Co. First and Pine Sta., Portland, Ore.

When Better Pipe Dies are Made They will be Made in the Nye Shop



If don't know any other business but die making. It is a side line with a lot of people, but with me it is the whole thing.

Every bit of peoperery bit of money I have is concentrated right in this one little line, and I have won with it and you will win with it, if you sell Nye Dies, or use them in your work.

I could not afford to spend the money I do, advertising my dies if they were not worth all I ask for them, and then some. Do I get that order?

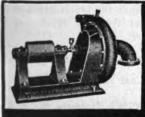


MIND YOU, ON ABSOLUTE FREE TRIAL Nye The Die Man

The Nye Tool & Machine Works 108-128 N. Jefferson St., Chicago, Ills.

George Duenzen has purchased the Miami Plumbing Co. from Alex Imhoff, who recently engaged in business at Miami, Arizona.

Sprague & Sprague of Chehalis, Wash., have secured the plumbing contract for \$7000.00 on the St. Helens Hotel being erected at Centralis, Wash.



#### PUMP HOUSE

33 TO 41 FREMONT ST. SAN FRANCISCO, CAL PUMPS FOR EVERY SERVICE AND USE

FOR IRRIGATION-Power, Belt, Electricity, Air, Vacuum, Ship, Spray, Wine, Oil, Mines, Steam, Water Works, Wind Mills, Road Sprinkling, Rams, Hand, Deep and Shallow Well Pumps, Goulds Celebrated Triplex Pumps.

W. & L. PNEUMATIC WATER SUPPLY SYSTEMS
Pipe, Pipe Fittings, Brass Goods, Tanks, Wind Mills.

d for our large No. 36 Catalogue Mailed Free. GASOLINE ENGINES

Inquire of your Local Dealer for full particular-

#### QUOTING GOODS BY MAIL; WHEN YOU CAN DEPEND ON THE QUOTATIONS

(Copyright, by Elton J. Buckley.)

A most interesting case has just been decided by the Appeal Court of Pennsylvania, touching a legal complication which may arise when goods are ordered or buying contracts made by mail. The law as laid down by the Pennsylvania Court would be the law practically everywhere in the United States.

On July 20th a New Jersey concern called the Bruner Co. wrote the Standard Co. of Philadelphia, asking for a price on certain merchandise delivered in Ocean City, N. J.

On July 22d the Standard Co. answered, quoting price and stating when they would ship.

On July 25th the Bruner Co. wrote again and further discussed the matter, mentioning the Standard Co.'s quotation and terms.

On July 30th the Standard Co. replied, stating: "You understand correctly our quotation."

On July 30th the Bruner Co. wired the Standard to enter an order for a certain portion of the goods, but said, "Hold for final confirmation before commencing packing, as we are awaiting the signing of a contract." The Standard Co. made no reply.

On the same day the Bruner Co. wrote the Standard 'Co., as follows: "We have been given a promise of this business under the condition that it is held open until the contracts are signed between the city and our customer, as we believe the state law requires a certain time to elapse between the receiving of the bids and the awarding of the contract, so that unless something unforeseen arises, we will send you a formal order at that time." The Standard Co. did not reply.

On August 8th the Bruner Co. wrote the Standard, stating that the matter was progressing satisfactorily, and that they expected, "some time next week." to send the formal order. The Standard Co. did not reply.

An August 11th the Bruner Co. wired the Standard that they had "finally secured order. Enter our order and commence packing immediately. This is in accordance with our conditional order accepting your quotations on this inquiry."

On August 12th the Bruner Co. mailed the Standard a formal order, stating: "This is in accordance with your quotation of July 22d, and your subsequent letter of July 27th, replying to ours of the 25th ult, telling us we understood your quotation correctly. This confirms our conditional telegraphic order of July 30th, in which we instructed you to hold for final confirmation before you commence packing, and our telegram yesterday, telling you we had finally gotten this business closed."

On August 12th the Standard Co. wired the

Bruner Co., mentioning a letter which the Standard said it had written on August 11th, stating that it could not longer keep the quotation open as it had sold so much of the same goods to other people.

When this was received the Bruner Co. wired back: "Sorry your telegram even date arrived too late, as we had already closed order with customer on basis your price time of shipment. Your letter of 11th not received."

From that time on there were letters and telegrams back and forth, the Standard Co. refusing to furnish the goods and the Bruner Co. demanding them. The Sandard Co. persisted in its refusal and the Bruner Co. finally went out and bought the goods somewhere else. but at an advance of \$964.13. To recover this it sued the Standard Co. and the case was bitterly fought up to the appeal court. The Bruner Co. won hands down.

The question involved will touch any business man, seller or buyer, who deals with anybody, in the purchase of goods, by mail. It is this: Where a seller has quoted a price to a prospective buyer by mail or by telegraph. how long does that quotation remain open, and when must the seller retract or withdraw it in order not to be bound by it?

The answer is that such an offer is good until it is withdrawn, and if the buyer mails or wires his acceptance before he has received notice of the withdrawal of the quotation, the seller is bound even though he has actually mailed or wired his withdrawal before he received the acceptance. The reason for that apparently contradictory situation is that an acceptance is good from the moment it is despatched, whether by mail or wire, while a withdrawal is not good until it actually reaches the other party.

From the court's decision, awarding the Bruner Co. damages it contended for, I take the following:

First.—Was there a binding contract between the parties? There was a definite offer by the Standard Co. to furnish the merchandise at a certain price. The Standard Co. was fully advised as to where the merchandise was to be used and of the delay which would

#### No. 204 Turner Torch



A strictly high grade torch sold under the maker's guarantee. If you want the best torches on the market for your work use the Turner.

No. 204, Quart Size, Each, \$7.60 List

Ask for Catalog No. 4.

THE TURNER BRASS WORKS, Sycamore, III., U. S. A.



#### HARDWARE WORLD PLUMBING AND HEATING

occur before the matter could be finally closed, and that the Bruner Co. intended to enter into a contract on the faith of its quotations. The quotation was to remain open and until the Standard Co. advised to the contrary, the Bruner Co. had a right rely on the offer made. That this was the intention of the parties is shown by Standard Co.'s letter of August 11th stating that it could not hold open the price any longer and this language is repeated in the letter of August 17th.

There is only one conclusion to be drawn from the pleadings and that is that the Standard Co. held the order awaiting the Bruner Co.'s final confirmation of it, and that if the final confirmation came to the Standard Co. before it had withdrawn its quotation, it is bound.

Was the revocation of the offer effective or did it come too late? While an acceptance is complete where a letter is deposited in the mail, a retraction of an offer can have no effect until it is communicated to the person to whom the offer is made and the revoca-tion can take effect only if it is communicated to the other party before its acceptance. An offer to contract, communicated by post must be considered as continually made until it reaches the other party. If he accepts before knowledge of a retraction of the offer, the contract is binding. The letter of August 11th written by the Standard Co. to the Bruner Co. retracting its offer was not received by the Bruner Co. until August 14th. On August 12th the Bruner Co. received a telegram from the Standard Co. withdrawing its offer. It therefore appears from the pleadings that the Bruner Co. accepted the Standard Co.'s offer by telegram on August 11th and that this acceptance was received by the Standard Co. before it telegraphed a revocation of its offer, and before the Bruner Co. had been notified that the offer had been withdrawn, it accepted the contract and the revocation came too late.

This is a pretty important case, especially just now when quotations are soaring and sellers are withdrawing from the market. Wherever it is practicable to do it, it is best to withdraw an offer by telephone. Even that would not be a good withdrawal, however, if the buyer had mailed or wired his acceptance before he was called up. Many concerns get around this by adding the following: "This quotation good only to 12 o'clock Monday, April 8th." A quotation given in that way automatically expires at the time set, and doesn't have to be withdrawn.

William B. Scaife & Sons Co., Oakmont, Pa., in addition to manufacturing a very large line of pneumatic tanks, as mentioned in their announcement, wish to direct attention to the fact that they are also large manufacturers of range boilers, both riveted and welded.

This company has been making this line of material for over a hundred years, having been founded in 1802.

Plumbers make no mistake by specifying Scaife products in their purchases. They pay particular attention to a line of high pressure tanks for air, gas and liquids of every description, setting a standard by which others are

They will be glad to send catalog, and to give full information to any of our readers upon request.

#### "FOT WOULD YOU TAKE?"

She was ready for bed and lay on my arm, In her little frilled cap so fine, With her golden hair falling out at the edge Like a circle of noon sunshine. And I hummed the tune of "Banbury Cross," And "Three Men Who Put Out to Sea," When she sleepily said, as she closed her blue

"Papa, fot would you take for me?"

And I answered, "A dollar, dear little heart," And she slept, baby, weary with play; But I held her long in my love-strong arms, And rocked her and rocked away. Oh! the dollar meant all the world to me, The land and the sea and the sky; The lowest depth of the lowest place, The highest of all that's high.

The cities with streets and palaces, Their pictures and stores of art, I would not take for one low, soft throb Of my little one's loving heart; Nor all the gold that ever was found In the busy, wealth-finding past, Would I take for one smile of my darling's lips. Did I know it must be the last.

So I rocked my baby and rocked away, And I felt such a sweet content, For the words of the song expressed to me more Than they ever before had meant; And the night crept on and I slept and dreamed Of things far too glad to be, And I wakened, with lips saying close in my "Papa, fot would you take for me?"

"How much money has my husband in this

"I cannot tell you that, madam." "The idea! Aren't you the teller?"



#### PREFERS HARDWARE WORLD.

At one of the recent salesmen's meetings, the subject came up relative to good reading matter, such as the System Magazine, and the "Hardware and Plumbing World," and we are pleased to tell you that ten of our boys insisted on the "World."

We therefore ask that you kindly send ten copies of the "Hardware and Plumbing World" to our firm, beginning with the June number, and we will have them distributed monthly as they come in.

We enclose order herewith for ten yearly sub-SMITH-BOOTH-USHER CO. scriptions.

## "Sure You Can Have the Money and More too if You Want It"

This is what the banker told W. L. Curry, progressive retail merchant of Urbana, Illinois, after looking over his Business Record System.

The banker saw that Mr. Curry knows what is happening in his business. He knows his costs. He knows when and how to buy. He carries only quick-selling lines. He knows how to figure profits and how to speed up his turnover. He knows today's facts today. With such facts he guides his business and determines his business policies.

## "I Find Your Business System Easy to Operate"

-Says Mr. Curry

Hardware merchants are looking for better records with less bookkeeping. You want a system that is simple and practical.

The Business Record System prepared by the Associated Advertising Clubs for Hardware Stores is composed of four simple records that require only a few entries a day. It is just the thing for the merchant who hasn't a great deal of time to devote to bookkeeping details.

Write us today and say, "Send me more information," and we will put you in touch with the originators of the Business Record System.



#### ADDRESS NEAREST OFFICE:

Boatmen's Bank Building St. Louis, Mo.

507 Pioneer Bldg. Seattle, Wash.

730 Eleventh Ave. Helena, Mont. Phelan Building San Francisco

415 Exchange Bldg. Los Angeles, Cal. 388 Taylor St., Cor. Tenth Portland, Ore.

> 211-215 Scott Bldg., Salt Lake City, Utah

220-225 Pacific Bldg., Vancouver B. C., Canada

#### NEW YORK WHOLESALE CUR-RENT PRICES

(Prices are revised up to the time of going to press, but are subject to change without notice.)

Vegetable Oils. 

White lead, basic carbonate, American dry, lb. 1
White lead, in oil (100-lb. pkgs. or over), 11½c.
White lead, English, in oil, 12c.
White lead, basic sulphate, 9½c.
Litharge, American, powdered, 11c.
Litharge, English rlassmakers', 10c.
Red lead, American, 11½c.
Red lead in oil, 11¾c.
Dry Colors.

Greens Common 8@10c.

Greens, Common, 8@10c.
Reds, Venetian red, 2%@4c.
Reds, Oxide red, 4%@15c.
Rosin, \$6.40@6.50. Window Glass.

United Bracket inches sizes Sizes 25 6x8 to 10x15 34 11x14) to 14x29 12x13) 40 10x26 to 16x24 50 18x22) to 20x80 20x20) 54 15x36 to 24x36 60 26x28 to 24x36 -Single B United inches \$85.00 86.50 80.00 81.00 \$ 28.50 80.00 \$ 28.00 29.00 80.00 42.50 37.00 84.00 to 24x30 to 24x36 85.00 44.00 38.00 26x28 26x34) 28x82) 30x80) 45.00 40.00 86.00 70 to 80x40 48.00 43.50 89.00 . . . . . 80 82x38) 34x86) 30x52 to 30x50 49.50 54.00 48.50 sox52 to 30x54 40x86 to 40x90 6x8 to 10x15 11x14) to 14x20 12x13) 10x26 57.00 47.00 52.50 46.60 40.50 88.50 . . . . . 44.50 10x26 to 16x24 18x22) to 20x80 55.00 61.00 48.50 54.50 44.50 51.00 . . . . . 20x20) 15x36 26x28 to 24x30 to 24x36 62.50 64.00 56.00 57.00 52.00 52.50 20x34) 28x32) to 30x40 30x30) 70 68.00 61.00 56.00 . . . . . to 30x50 66.50 32x38 73.00 60.50 . . . . . 34x36 30x52 to 80x54 90 80x56 to 84x56 94 34x58 to 84x60 100 36x60 to 40x60 105 40x62 to 40x64 110 40x66 to 40x70 115 40x72 to 40x74 United Bracket iaches sixes . . . . . 78.50 88.50 98.00 194.50 216.00 72.00 72.00 85.00 178.50 200.00 221.00 66.50 66.50 80.00 163.00 186.50 . . . . . . . . . . . . . . . -Double-

\*285.00 812.00 889.00 inches sixes 120 40x76 to 40x80 125 40x82 to 40x84 130 40x86 to 40x90 \$258.50 285.50 812.50 \$245.00 272.00 299.00 130 40x86 to 40x90 ..... 339.00 312.50 299.00

An additional 10 per cent will be charged for all glass more than 40 inches wide. All sizes over 52 inches in length, and not making more than 81 united inches, will be charged in the 84 united inches bracket. All glass 54 inches wide or wider, not making more 116 united inches, will be charged in the 120 united inches bracket.

. . . . .

All fractional sizes not listed take the list of next larger listed size plus 10 per cent. On the first three brackets of A quality, single strength, discounts are 88 per cent. On first three brackets B quality, discounts are 90 per cent. On other sizes discounts are 87 per cent. On double strength discounts are 88 per cent, A quality and 80 per cent are 18 per list. on A quality, and 89 per cent on B quality.

#### PACIFIC COAST PRICES

Linseed Oil.

(Basis 7½ lbs. per gallon.)
Strictly Pure Raw Linseed Oil in bbls., \$1.41 per gal.
Strictly Pure Raw Linseed Oil in cases, \$1.48 per gal.
Strictly Pure Boiled Linseed Oil in bbls., \$1.43 per gal.

Strictly Pure Boiled Linseed Oil, cases, \$1.50 per gal. 5 bbl. lots, 1c less.

Note—Owing to increased cost of packages the advance in cases will be 7c per gallon over bbls. instead of 5c as heretofore.

Turpentine. (Basis 7 lbs. per gallon.)

10 case lots 1c less.

Pioneer White Lead.
(Strictly Pure, in Wood or Steel Kegs.)

Less than 500 lbs. .... 25-lb. or 50-lb. kegs-Net weight, 4c higher than above price.

121/2-lb. kegs, net weight, 1/2c higher than above price.

25-lb. tin pails, 1/2c higher than above price.

12½-1b. tin pails, 1c higher than above price.
1 to 10-lb. cans, 2½c higher than above price.
Dry White Lead in barrels, 1 ton and over, 13¾c.
Dry White Lead in kegs of 30 and 60 lbs. each, less than 500 lbs., 141/4 c.

Red Lead and Litharge.

1 ton and over, at one purchase in 100-lb. kegs,

net weight 14c.
500 lbs. and less than one ton. 100-lb. kegs, net weight 144c.

Less than 500 lbs., in 100-lb. kegs, net weight,

25 or 50-lb. kegs-Net weight per lb., 1/4c higher

than above prices.
12½-lb. kegs, net weight per lb., ½c higher than above prices.

Crellar & Seaman, 120 W. Colorado St., Pasadena, Cal., have secured the contracts covering the plumbing and steam heating in connection with the erection of the two-story brick residence on South Grand Ave. for E. J. Marshall. Amount \$16,158.00.

#### LET US HELP YOU.

The mission of the World is one of help to its an bacribers.

It is the endeavor to make each issue of the greatest possible helpfulness.

This does not constitute the extent of its service. We want every subscriber to feel that it is his privilege to make the World useful to him in every possible way. In the conduct of every mercantile business perplexing problems arise; let us solve them for you. If we do not know the solution we will find some one who does.

Do you want to know where some certain line of goods is manufactured or from whom it can be secured? Write us.

Do you want to know more about certain lines of goods or about the standing and reliability of the concern handling them? We will try and give you accurate information.

Let us help you.

Write to The World for information which you desire upon any subject. It is yours for the asking.

### Retail Selling Prices

The following retail selling prices are used by a number of merchants in some of the large cities and are offered simply as a suggestion or guide to retail merchants in smaller towns and cities where they do not have the opportunity of checking up their prices daily or weekly.

In many instances, owing to keen competition, undoubtedly these prices will be found very low, and likewise in communities far removed from the larger cities, as well as in the Rocky Mountain, Intermountain, Inland Empire and Southwestern sections of the country, transportation charges should always be added.

We do not believe in any case will these prices be found high, but on the contrary many merchants use them as the MINIMUM price at which goods are sold, especially where competition is close.

We will be glad to receive suggestions and corrections as to any prices quoted herein and of any items not mentioned, our service department will be glad to give any assistance in their power.

These prices are only intended, however, for staples and do not by any means cover the wide range of stock usually carried by hardware merchants.

The following retail prices of ammunition and shells of standard makes are being used by many retail merchants, especially in the large cities where frequently competition is more keen than in interior towns.

	•	
RIM FIRE CARTRIDGES-	44 XL No. 8 Chilled 1.85	88 Short Colts 1.15
Black, Semi-Smokeless or	BLANK CARTRIDGES— Box	38 Long Colts 1.25
Lesmok Powders Box	22 Rim Fire	38 Colts New Police 1.15
22 B B Caps\$ .80	32 S. & W. Center Fire	
22 Short	88 S. & W. Center fire	88 Colts Special 1.40
22 Short Hol. Pt	45-70 Winchester 1.05	88 Auto Colts, S. P. & M. C 1.95
22 Long	SHOTGUN SHELLS—	9-88 M-M Luger 2.00
22 Long Hol. Pt	Low Brass Chilled Drop	380 Auto Colts, S. P. & M. C 1.85
22 Long Rifle	20 Gauge\$ .90 \$ .85	20 Smith & Wessen 115
	16 Gauge	38 Smith & Wesson 1.15 38 S. & W. Special 1.35
22 Winchester, 'W. R. F.'	12 Gauge	88 Winehester 1 00
25 Short Stevens	10 Gauge	88 Winchester
82 Short	28 Gauge	41 Long Colts 1.50 44 S. & W. Russian 1.70
82 Long	Smokeless Powder, High Brass	44 S. & W. Russian 1.70
41 Short	Unilled Drop	44 B. & W. Special 1.85
CENTER FIRE CARTRIDGES-	20 Gauge\$ .95 \$ .90	44 Winchester
Black and Lesmok Powders Box	16 Gauge 1.00 .95	45 Colts 1.85
25-20 Winchester\$1.20	12 Gauge 1.00 .95 10 Gauge 1.20 1.15	45 Colts
25-20 Winchester Single Shot 1.20	Scatter, 12 and 16 Gauge 1.00	22 Sav. High Power 1.25
25.20 Marlin	28 Grains or 8 1/2 Drams, 19	250-8000 Sav. H. P 1.80
32 Smith & Wesson	Gauge 1.05	6 M·M S. P 1.65
32 Smith & Wesson	Gauge 1.05 36 Gauge 410 - 12 M - M	25 Nem. Auto-Lug 1.05
32 Short Colts	Chilled Shot	25.26 Marlin Q P 11K
82 Long Colts	32 Gauge Chilled Shot85	80-30 Winchester R P & M C 11K
82 Colts New Police90	RIM FIRE CARTRIDGES-	25 Rem. Auto-Ldg. 1.05 25-85 Win, S. P. & M. C. 1.05 25-86 Marlin S. P. 1.15 30-30 Winchester, S. P. & M. C. 1.15 30 Rem. Auto-Ldg. S. P. 1.15 303 Sav., S. P. & M. C. 1.65 30 Army Mod. 1895, S. P. & M. C. 1.65
82 Winchester 1.20	Smokeless Powder Box	303 Sav., S. P. & M. C 1.15
88 Short Colts 1.05 88 Long Colts 1.10	22 B B Caps\$ .80	30 Army Mod. 1895, S. P. & M. C. 1.65
88 Colts Special 1.25	22 C B Caps	80 Gov't Mod. 1908 1.80
88 Colts New Police 1.05	22 Short	80 Gov't Mod. '06 Ptd., 150 Gr. 1.80
38 Smith & Wesson Special 1.25	22 Short Hol. Pt	30 Gov't Mod. '06, 220 Gr 1.80
38 Winchester 1.45	22 Long Hol Pt	82 Win. Special, S. P. & M. C. 1.15
41 Short Colts 1.20	22 Long       .30         22 Long Hol. Pt       .85         22 Long Rifle       .85	32 Win. Self-Ldg., S. P. & M. C. 3.35
41 Long Colts 1.85	22 Long Rifle	30 Gov't Mod. 1908
44 Colts	22 Long Rifle Hol. Pt	OZ TO WINCHCOLO
44 Pull Dos 110	22 Win Auto. 1903	82-40 Win. High Vel. 1.25 33 Winchester, S. P. 1.65 35 Winchester, S. P. 1.85 35 Win. Self-Ldg., S. P. M. C. 2.80 35 Rem. Auto-Ldg., S. P. M. C. 2.65 38-55 Win. Self-Ldg., S. P. M. C. 2.65 38-55 Winchester, S. P. 1.35 38-55 Winchester, S. P. 1.55 38-56 Winchester, S. P. 1.40 40-65 Winchester, S. P. 1.40
44 Webley	22 Rem. Auto-Loading50	85 Winchester & P 185
44 S. & W. American	All original carton packages add 10	85 Win. Self-Ldg., S. P. & M. C. 2.80
44 S. & W. Russian 1.55 44 S. & W. Special 1.70	per cent to cost.	35 Rem. Auto-Ldg., S. P 1.40
44 Winchester 1.50	CENTER FIRE CARTRIDGES-	351 Win. Self-Ldg., S. P. & M. O. 2.65
45 Colts	Smokeless Powder Box	88-55 Winchester, S. P 1.35
99.40 Winchester 90	25.20 Winchester	38-55 Win. High Vel., S. P 1.55
88-55 Winchester 1.10	25-20 Winchester Single Shot 1.00	38-56 Winchester, S. P 1.40
38-56 Winchester 1.10	25.20 Marlin 1.50	40-65 Winchester 1.85
40-65 Winchester 1.10	98 Anto Colta N. P. a. M. U 1.20	401 Win. Self-Ldg., 200 Grains. 1.35 401 Win. Self-Ldg., 250 Grains. 1.35 45-70-405 Gov't, S. P 1.45
45-60 Winchester 1.10	25-20 Win, High Vel 1.55	401 Win. Self-Ldg., 250 Grains. 1.35
45-70 405 Gov't 1.15	32 Smith & Wesson	40-10-400 GOV 6, D. F 1.45
SHOT CARTRIDGES-	82 S. & W. Long 1.00	405 Winchester
Smokeless Powder Box	7-65 M-M 80 Luger 1.95 82 Short Colts	8 M-M Mauser Rifle 1.60
22 Long\$ .55	22 Long Colts	9 M-M Mauser Rifle 1.75
44 Win. No. 8 Chilled 1.45 44 XL No. 8 Chilled 1.45	82 Long Colts	Black Powder Shells, New Club and
SHOT CARTRIDGES-	32 Auto Colts. S. P. & M. C 1.85	New Rival Box
Black Powder Box		16 Gauge
22 Long\$ .50	29 Winshester High Vel 1.55	12 Gauge
22 Long	35 S. & W. Automatic 1.85	10 Gauge
		3
ADDONG Companies's:		
APRONS—Carpenter's: White 94-in \$ .85 Brown	14-in \$ .40 RIRRS_Hees Po	ngh Com S O T 14-in Gas Mile
White, 24-in\$ .85 Brown,	94-in \$ .40 BIBBS—Hose, Ro	ugh Com. S. O. T., 1/2-in., 95c; 1/4-in.,
White, 24-in\$ .85 Brown, S	84-in \$ .40 BIBBS—Hose, Ro \$1.25; %-in., Rough Com. S.	ugh Com. S. O. T., ½-in., 95c; %-in., \$1.50; 1-in., \$2.65. 3. S. ¼-in., 80c; %-in., \$1: %-in., \$1.85
White, 24-in Brown, S AUGERS—Ship—All Makes: WITHOUT SCREW—	Rough Com. S. I	ugh Com. S. O. T., ½-in., 95c; %-in., \$1.50; 1-in., \$2.65. 3. S., ½-in., 80c; %-in., \$1; %-in., \$1.85;
White, \$4-in \$ .85 Brown, \$ AUGERS—Ship—All Makes: WITHOUT SCREW— 4 and under \$1.00 9½ to	Rough Com. S. a	3. S., 1/2-1n., 80c; 1/2-1n., \$1; 1/2-1n., \$1.85;
White, \$4-in \$ .85 Brown, \$  AUGERS—Ship—All Makes: WITHOUT SCREW— 4 and under \$1.00 9½ to 4½ to 5 1.00 10½ to	10\$1.55 11	5. S., ½-in., 80c; %-in., \$1; %-in., \$1.35; plain, ½-in., ½x%. hout shoulder, N. P., ½-in., \$1.15; %-in.,
White, 24-in \$ .85 Brown, 5  AUGERS—Ship—All Makes: WITHOUT SCREW— 4 and under \$1.00 9½ to 5½ to 5 1.05 10½ to 5½ to 6 1.15 11½ to	10. \$1.55 11 1.65 12 1.80 Fuller, plain wit \$1.50; %-in.,	5. S., ½-in., 80c; %-in., \$1; %-in., \$1.35; plain, ½-in., ½x%. hout shoulder, N. P., ½-in., \$1.15; %-in.,
White, 24-in	10. \$1.55 11. 1.65 12. 1.80 1.85 1.85 1.85 1.50; %-in.,	5. S., ½-in., 80c; ½-in., \$1; ½-in., \$1.35; plain, ½-in., ½x%. hout shoulder, N. P., ½-in., \$1.15; %-in., \$2.
White, 24-in	10. \$1.55 11. 1.65 12. 1.80 1.85 1.85 1.85 1.80 1.85 1.80 1.85 1.50; %-in., 2.15 BOXES—Mitre:	5. S., ½-in., 80c; ½-in., \$1; ½-in., \$1.35; plain, ½-in., ½x½. hout shoulder, N. P., ½-in., \$1.15; %-in., \$2.
White, 24-in	10. \$1.55 11 1.65 12 1.80 Fuller, plain wit 2.15 SUMES—Mitre: No. 5	5. S., ½-in., 80c; ½-in., \$1; ½-in., \$1.35; plain, ½-in., ½x½. hout shoulder, N. P., ½-in., \$1.15; %-in., \$2.  B 0½ 244 246 358 460
White, \$4-in \$ .85  AUGERR—Ship—All Makes: WITHOUT SCREW—  4 and under \$1.00  4½ to 5 1.00  5½ to 6 1.15  6½ to 7 1.25  7½ to 8 1.80  Treensil 1½ 1.25  8½ to 9 1.35	10. \$1.55 11 1.65 12 1.80 1.80 1.80 1.80 1.80 1.80 1.80 1.80 1.80 1.80 1.50; %-in., 1.50; %-in., 1.50; %-in., 1.50; %-in., 1.50; %-in., 1.50; %-in.,	5. S., ½-in., 80c; ½-in., \$1; ½-in., \$1.35; plain, ½-in., ½x%. hout shoulder, N. P., ½-in., \$1.15; %-in., \$2.  B 0½ 244 246 358 460 6.50 \$12.50 \$12.75 \$15.00 \$18.00
White, \$4-in \$ .85  AUGERS—Ship—All Makes: WITHOUT SCREW—  4 and under \$1.00  4½ to 5 1.00  5½ to 6 1.15  6½ to 7 1.25  7½ to 8 1.30  Treenail 1½ 1.25  8½ to 9 1.85  AWI.S AND TOOLS:	10. \$1.55 11 1.65 12 1.80 1.85 2.15 2.65 Rough Com. S. 1 1-in., \$2.50. Finished Com., Fuller, plain wit \$1.50; %-in., Some Stanley\$	5. S., ½-in., 80c; ½-in., \$1; ½-in., \$1.35; plain, ½-in., ½x%. hout shoulder, N. P., ½-in., \$1.15; %-in., \$2.  B 0½ 344 346 358 460 6.50 \$12.50 \$12.75 \$15.00 \$18.00 78 74 75
White, 24-in \$ .85 Brown, \$ .80 Brown	10. \$1.55 11 1.65 12 1.80 Finished Com., 1.80 \$1.50; %-in., 22.50. \$1.50; %-in., 1.50; %-in.,	5. S., ½-in., 80c; ½-in., \$1; ½-in., \$1.35;  plain, ½-in., ½x½.  hout shoulder, N. P., ½-in., \$1.15; ½-in.,  \$2.  B  0½ 344 346 358 460  6.50 \$12.50 \$12.75 \$15.00 \$18.00  78 74 75  8.50 \$14.50 \$15.00
White, 24-in \$ .85 Brown, \$ AUGERS—Ship—All Makes: WITHOUT SCREW—  4 and under \$1.00 9½ to 5½ to 6 1.05 11½ to 6½ to 7 1.25 12½ 7½ to 8 1.30 13 Treenail 1½ 1.25 8½ to 9 1.85  AWLS—AND TOOLS: Millers' Falls—No. 4 \$1.25 No.	10. \$1.55 11 1.65 12 1.80 Finished Com., Fuller, plain wit \$1.50; %-in., \$2.50. \$1.50; %-in	5. S., ½-in., 80c; ½-in., \$1; ½-in., \$1.35; plain, ½-in., ½x½. hout shoulder, N. P., ½-in., \$1.15; %-in., \$2.  B 0½ 344 346 358 460 6.50 \$12.50 \$12.75 \$15.00 \$18.00 78 74 75 8.50 \$14.50 \$15.00 1 2 8
White, 34-in \$ .85 Brown, \$ .84 Brown, \$ .84 Brown, \$ .84 Brown, \$ .85 Brown	10. \$1.55 11 1.65 12 1.80 Fuller, plain wit \$1.50; %-in., \$2.50. Solution of the second of the sec	5. S., ½-in., 80c; %-in., \$1; %-in., \$1.35; plain, ½-in., ½x%. hout shoulder, N. P., ½-in., \$1.15; %-in., \$2.  B 0½ 244 246 358 460 6.50 \$12.50 \$12.75 \$15.00 \$18.00 78 74 75 8.50 \$14.50 \$15.00 1 2 3 4 1.50 2.25 \$2.35 \$2.50
White, 34-in \$ .85 Brown, \$ .84 Brown, \$ .84 Brown, \$ .84 Brown, \$ .85 Brown	10. \$1.55 11 1.65 12 1.80 Finished Com., Fuller, plain wit \$1.50; %-in., \$2.50. \$1.50; %-in	5. S., ½-in., 80c; ½-in., \$1; ½-in., \$1.35; plain, ½-in., ½x½. hout shoulder, N. P., ½-in., \$1.15; %-in., \$2.  B 0½ 344 346 358 460 6.50 \$12.50 \$12.75 \$15.00 \$18.00 78 74 75 8.50 \$14.50 \$15.00 1 2 8



#### RETAIL SELLING PRICE-Continued.

BRACES—Ratchet: 6 8 10 12 14	BRASS GOODS
Frays \$2.25 \$2.50 \$2.75 \$8.00 Goodell-Hay 2.25 2.50 3.75 8.00	Garden Valves
Stanley No. 991 2 00 9.85 8.00 8.95 8.50	75c 80e \$1.10 \$1.10 <b>E</b> a.
Stanley No. 928 2.85 2.50 2.75 8.00 8.35	Imp. Ball Cocks— %-in. %x%-in. %-in.
Stanley No. 934 1.50 1.75 3.00	\$1.00 \$1.95 \$1.60 He
Stanley No. 96660 .50 .90	Rough Com. Hose Bibbs, S. O. T.—
Sampson 8.85 8.50 8.75	⅓-in. %-in. %-in. 1-in. 95c \$1.25 \$1.50 \$2.65 Ma.
Sampson 5.75 5.85 5.80 8.75 Stalley No. 881, \$2.50; No. 882, \$2.75; No. 883, \$2.50; No. 782, \$2.50.	Parch Com Wass bible G G G
Alliers Falls-	%-in. %-in. %-in. 1-in.
61 62 68 80 81 82 88 84 \$2.25 \$2.00 \$1.75 \$2.75 \$2.75 \$2.60 \$2.50 \$1.90	80c \$1.00 \$1.85 \$2.50 Wickel Plated Puller Bibbs Plate Without Shoulden
BUILDERS' HARDWARE—On jobs costing up to \$30, add 40	Nickel Plated Fuller Bibbs, Plain, Without Shoulder————————————————————————————————————
per sent to cost prices; \$21 to \$250, add \$8 1-8 per cent;	\$1.15 \$1.50 \$3.00 Ma.
\$250 to \$500, add 80 per cent to cost price.  BRACKETS—Shelf with Screws—Japanned, 8x4, 10c pr.;	Flat Head Service Cocks—  4-in. 4-in. 1-in. 14-in. 14-in. 2-in.
4x5. 15e pr.; \$1.50 dos.; 5x6, 15e pr., \$1.50 dos.; 6x6,	65e 80c \$1.35 \$3.10 \$3.75 \$4.85 He.
4x5, 15e pr.; \$1.50 dos.; 5x6, 15e pr., \$1.50 dos.; 6x6, 20e pr., \$1.90 dos.; 8x10, 80e pr., \$2.65 dos.; 10x13, 40e pr., \$8.75 dos.; 12x14, 60e pr., \$6.25 dos.; 16x18,	Standard Globe and Angle Valves-
406 pr., \$8.75 dos.; 12x14, 506 pr., \$6.85 dos.; 10x16, \$1 25 pr \$12.75 dos.	%-in. %-in. %-in. %-in. %-in. 60e 65e 80e \$1.00
\$1.25 pr., \$12.75 dos. No. 8042—Galvanised—2x2-in., 80c pr., \$2.50 dos.; 2½x 2½-in., 85c pr., \$8.25 dos.; 8x8-in., 40c pr., \$8.75 dos.;	¼-in.     ½-in.     ½-in.     ¾-in.       50e     55c     80e     \$1.00       1-in.     1¼-in.     1¼-in.     3-in.       \$1.50     \$3.00     \$8.00     \$4.50 Ma.
2¼-in., 85c pr., \$8.25 dos.; 8x8-in., 40c pr., \$8.75 dos.;	\$1.50 \$2.00 \$8.00 \$4.50 <b>Ha.</b>
doz.: 44x44-in \$1.00 pr \$9.00 doz.: 5x5-in \$1.35	BOLT CLIPPERS-
23:1n., 85c pr., \$5.25 dox.; \$25:1n., \$0c pr., \$5.75 dox.; \$3\forall 1n., 80c pr., \$7.50 dox.; 4\forall 2n., 80c pr., \$7.50 dox.; 4\forall 2n., \$1.00 pr., \$9.00 dox.; 5x5:1n., \$1.25 pr., \$11.00 dox.; 5\forall 25\forall 25\forall 21.00 dox.; 6x6:1n., \$1.50 pr., \$18.50 dox.; 6x6:1n., \$1.50 pr., \$16.00 dox.  No. 241F or D2—2\forall 2\forall 21.00 dox.  No. 241F or D2—2\forall 2\forall 21.00 dox.  Ro. 27RAPS—4: in., \$1.25: \forall 21.50: \forall 4: in., \$1.75	Nos. 0 1 2 8 Price
6x5-in., \$1.50 pr., \$10.00 dox.	BEVELS-Sliding T: 6" 8" 10" 12" 14"
in., 25c; 4x4-in., 80c; 4½x4½-in., 50c.	No. 18 \$ .65 \$ .75 \$ .85 No. 2585 .40 .50 .60 .70
Don District M carl Anna M carl Anna M carl	CAR BITS—Irwin:
per coil. BUILDING PAPER. ETO.—	OAR BITS—Irwin: 4 5 6 7 8 9 10 11 12 18 14 15 16 45 50 55 .65 .70 .75 .80 .85 .95 1.10 1.20 1.30 1.40
BUILDING PAPER, ETO.— P. & B.— 1-Ply 2-Ply 3-Ply 1000 ft\$8.25 \$4.50 \$6.50	
1000 ft	Jennings Nos. 100 200 800 400
Malthine	Buck Bros
1000 ft 2.50 8.50 4.50	%-in. and %-in., 20c lb.; %-in., 1-in, and 1%-in., 15c
500 ft. 1.50 2.00 3.50  Deadening Felt—Full rolls, 4c per lb.  12-Ply 1-Ply 2-Ply 3-Ply  Malthoid \$1.80 \$2.25 \$3.15 \$4.05  Cronolite 1.50 1.80 2.25 3.15  Point Research	Jennings Nos.  Jennings Nos.  Buck Bros.  100 200 300 400  Buck Bros.  1.25 \$ .25 \$ .30 \$ .35  WIRE BRADS—No. 16, 1-in. and 1¼-in., 15c lb.; No. 17,  %-in. and ¼-in., 20c lb.; ¾-in., 1-in. and 1¼-in., 15c lb.; No. 18, ¼-in., 25c lb.; ¾-in., ¼-in. and ¼-in., 20c lb.; 1-in. and 1¼-in., 15c lb.; No. 19, ¼-in., 35c lb.,  ½-in., ¾-in., ¼-in., and 1-in., 20c lb.; No. 20, ¼-in.,  20c lb.; No. 20, ¼-in.,
1/2-Ply 1-Ply 2-Ply 8-Ply	10.; 1-in. and 14:-in., 10c ib.; No. 19, 4:-in., 20c ib.,
Malthoid       \$1.80       \$2.25       \$8.15       \$4.05         Cronolite       1.50       1.80       2.25       8.15	000 ID.
	WEIGHT FLOOR BRUSHES-15-lb., \$2.50 each; 25-lb., \$8.00
\$1.20; 40-lb., \$1.60 roll.	BUTTS—No. 840 With Screws—11/2-in., 10c pr., 70c dos.;
\$1.20; 40-lb., \$1.60 roll. Urban—500 ft., \$1.10 per roll. Felt—Saturated Asphaltum—500 ft., \$1.10. Tarred, \$1.10.	1%-in., 10e pr., 75c dos.; 2-in., 10c pr., 85c dos.; 2%-
THE PURCHED BUILDING PAPER TO DET GERE OIL 1186.	in., 10c pr., 95c dos.; 2½-in., 10c pr., \$1 dos.; 8-in., 15c pr., \$1.80 dos.
ROSIN-SIZED SHEATHING-	W- 000 1 in K 0K- d 11/ in K 4K- d
25 lb	1 1/2-in., 5e pr., 50c dos.; 1 1/4-in., 10e pr., 60c dos.;
80 lb	in., 10c pr., 65c dos.; 2 %-in., 10c pr., 65c dos.; 2 %-in., 15c pr., 81 dos.
30 lb.     \$ .80 per roll       25 lb.     1.00 per rell       30 lb.     1.20 per roll       40 lb.     1.60 per roll	2-12., 10c pr., 50c dos.; 2-412., 10c pr., 50c dos.; 2-4 in., 10c pr., 80c dos.; 8-13., 15c pr., \$1 dos. No. 804Z—Galvanized—2x2-in., 25c pr., \$2 dos.; 2-1/2 x2-1/2 -
80 lb	No. 656, 1-in., 5c pr., 55c dos.; 1%-in., 10c pr., 65c dos.; 1%-in., 10c pr., 65c dos.; 2%-in., 10c pr., 65c dos.; 2%-in., 10c pr., 65c dos.; 2%-in., 10c pr., 85c dos.; 3%-in., 10c pr., 81 dos.  No. 8042—Galvanized—2x2-in., 25c pr., \$2 dos.; 2%x2%-in., 25c pr., \$2.50 dos.; 3x8-in., 80c pr., \$3 dos.; 3%x2%-in., 25c pr., \$2.50 dos.; 2x8-in., 65c pr., \$7 dos.
80 lb	3 ½-in., 45c pr., \$5 dos.; 4x4-in., 65c pr., \$7 dos.; 4½x4½-in., 65c pr., \$9 dos.; 5x5-in., \$1 pr., \$10.50
BEVELS—Sliding T: 6" 8" 10" 12" 14"  No. 18	3½-in., 45c pr., \$5 doz.; 4¼-in., 65c pr., \$7 doz.; 4½-x4½-in., 85c pr., \$9 doz.; 5x5-in., \$1 pr., \$1.50 doz.; 5½-x5¼-in., 81.85 pr., \$18.50 doz.; 6x6-in., \$1.50
BEVELS—Sliding T:       6"       8"       10"       12"       14"         No. 18        5.70       8.5       8.60         No. 25         .45       .50       .55       .65         BITS—Auger:       Russell       Jennings       Fords       Irwin       Lightning	3 ½-in., 45c pr., \$5 dos.; 4x4-in., 65c pr., \$7 dos.; 4½x4½-in., 45c pr., \$9 dos.; 5x5-in., \$1 pr., \$10.50 dos.; 5½x5½-in., \$1.85 pr., \$18.50 dos.; 6x6-in., \$1.50 pr., \$16 dos.
BEVELS—Sliding T:       6"       8"       10"       12"       14"         No. 18        5.70       8.5       8.60         No. 25         .45       .50       .55       .65         BITS—Auger:       Russell       Jennings       Fords       Irwin       Lightning	3½-in., 45c pr., \$5 dos.; 4x4-in., 65c pr., \$7 dos.; 4½x4½-in., 85c pr., \$9 dos.; 5x5-in., \$1 pr., \$10.50 dos.; 5½x5½-in., \$1.85 pr., \$18.50 dos.; 6x6-in., \$1.50 pr., \$16 dos.  BUTTS—Brass, Middle with Screws—½-in., 10c pr., 75c dos.; Middle with Screws—½-in., 10c pr., 75c dos.; Middle with Screws—½-in.
BEVELS—Sliding T:       6"       8"       10"       12"       14"         No. 18        5.70       8.5       8.60         No. 25         .45       .50       .55       .65         BITS—Auger:       Russell       Jennings       Fords       Irwin       Lightning	3½-in., 45c pr., \$5 dos.; 4x4-in., 65c pr., \$7 dos.; 4½-x4½-in., 85c pr., \$9 dos.; 5x5-in., \$1 pr., \$10.50 dos.; 5½-x5½-in., \$1.85 pr., \$18.50 dos.; 6x6-in., \$1.50 pr., \$16 dos.  BUTTS—Brass, Middle with Screwe—½-in., 10c pr., 75c
BEVELS—Sliding T:       6"       8"       10"       12"       14"         No. 18        5.70       8.5       8.60         No. 25         .45       .50       .55       .65         BITS—Auger:       Russell       Jennings       Fords       Irwin       Lightning	3½-in., 45c pr., \$5 dos.; 4x4-in., 65c pr., \$7 dos.; 4½x4½-in., 85c pr., \$9 dos.; 5x5-in., \$1 pr., \$10.50 dos.; 5½x5½-in., \$1.85 pr., \$18.50 dos.; 6x6-in., \$1.50 pr., \$16 dos.  BUTTS—Brass, Middle with Screws—½-in., 10c pr., 75c dos.; Middle with Screws—½-in., 10c pr., 75c dos.; Middle with Screws—½-in.
BEVELS—Sliding T:       6"       8"       10"       12"       14"         No. 18        5.70       8.5       8.60         No. 25         .45       .50       .55       .65         BITS—Auger:       Russell       Jennings       Fords       Irwin       Lightning	3½-in., 45c pr., \$5 dos.; 4x4-in., 65c pr., \$7 dos.; 4½x4½-in., 85c pr., \$9 dos.; 5x5-in., \$1 pr., \$10.50 dos.; 5½x5½-in., \$1.85 pr., \$18.50 dos.; 6x6-in., \$1.50 pr., \$16 dos.  BUTTS—Brass, Middle with Screws—½-in., 10c pr., 75c dos.; Middle with Screws—½-in., 10c pr., 75c dos.; Middle with Screws—½-in.
BEVELS—Sliding T:       6"       8"       10"       12"       14"         No. 18        5.70       8.5       8.60         No. 25         .45       .50       .55       .65         BITS—Auger:       Russell       Jennings       Fords       Irwin       Lightning	3½·in., 45c pr., \$5 dos.; 4x4·in., 65c pr., \$7 dos.; 4½x4½·in., 85c pr., \$9 dos.; 5x5·in., \$1 pr., \$10.50 dos.; 5½x5½·in., \$1.85 pr., \$18.50 dos.; 6x6·in., \$1.00 pr., \$16 dos.  BUTTS—Brass, Middle with Screws—½·in., 10c pr., 75c dos.; ¼·in., 10c pr., 85c dos.; 1½·in., 10c pr., 95c dos.; 1½·in., 15c pr., \$1.15 dos.; 1½·in., 15c pr., \$1.80 dos.; 1½·in., 20c pr., \$1.80 dos.; 1½·in., 20c pr., \$3.25 dos.; 2½·in., 30c pr., \$3.25 dos.; 3·in., 50c pr., \$5 dos.  Desk, brass, ½·in., 15c pr., \$1.25 dos.; 1·in., 15c pr., \$1.80 dos.; 1½·in., 20c pr., \$2.25 dos.; 2½·in., 30c pr., \$3.25 dos.; 3·in., 50c pr., \$5 dos.
BEVELS—Sliding T:     6"     8"     10"     12"     14"       No. 18	3½·in., 45c pr., \$5 dos.; 4x4·in., 65c pr., \$7 dos.; 4½x4½·in., 85c pr., \$9 dos.; 5x5·in., \$1 pr., \$10.50 dos.; 5½x5½·in., \$15c pr., \$10.50 dos.; 5½x5½·in., \$1.85 pr., \$18.50 dos.; 6x6·in., \$1.50 pr., \$16 dos.  BUTTS—Brass, Middle with Screws—½·in., 10c pr., 75c dos.; ¾·in., 10c pr., 85c dos.; 1½·in., 10c pr., 95c dos.; 1¼·in., 15c pr., \$1.85 dos.; 1½·in., 15c pr., \$1.80 dos.; 1½·in., 20c pr., \$1.85 dos.; 2·in., 20c pr., \$2.25 dos.; 2½·in., 30c pr., \$3.25 dos.; 3·in., 50c pr., \$5 dos.  Desk, brass, ¾·in., 15c pr., \$1.25 dos.; 1·in., 15c pr., \$1.60 dos.; 1½·in., 20c pr., \$1.95; dos.; 1½·in., 25c pr., \$2.50 dos.; 1½·in., 45c pr., \$5 dos.
BEVELS—Sliding T:     6"     8"     10"     12"     14"       No. 18	3½-in., 45c pr., \$5 dos.; 4x4-in., 65c pr., \$7 dos.; 4½x4½-in., 45c pr., \$9 dos.; 5x5-in., \$1 pr., \$10.50 dos.; 5x5½-in., \$1.50 pr., \$18 dos.; 5x5½-in., \$1.85 pr., \$18.50 dos.; 6xê-in., \$1.50 pr., \$16 dos.  BUTTS—Brass, Middle with Screws—½-in., 10c pr., 75c dos.; ½-in., 10c pr., \$5c dos.; 1-in., 10c pr., 95c dos.; 1-½-in., 15c pr., \$1.15 dos.; 1½-in., 15c pr., \$1.80 dos.; 1½-in., 20c pr., \$1.85 dos.; 2-in., 20c pr., \$2.25 dos.; 2½-in., 30c pr., \$3.25 dos.; 3-in., 50c pr., \$5 dos.  Desk, brass, ½-in., 15c pr., \$1.25 dos.; 1-in., 15c pr., \$1.60 dos.; 1½-in., 20c pr., \$1.95; dos.; 1-in., 15c pr., \$1.60 dos.; 1½-in., 25c pr., \$2.50 dos.; 1½-in., 35c pr., \$3.75 dos.; 2-in., 45c pr., \$5.50 dos.
BEVELS—Sliding T:     6"     8"     10"     12"     14"       No. 18	3½-in., 45c pr., \$5 dos.; 4x4-in., 65c pr., \$7 dos.; 4½x4½-in., 45c pr., \$9 dos.; 5x5-in., \$1 pr., \$10.50 dos.; 5x5½-in., \$1.50 pr., \$18 dos.; 5x5½-in., \$1.85 pr., \$18.50 dos.; 6xê-in., \$1.50 pr., \$16 dos.  BUTTS—Brass, Middle with Screws—½-in., 10c pr., 75c dos.; ½-in., 10c pr., \$5c dos.; 1-in., 10c pr., 95c dos.; 1-½-in., 15c pr., \$1.15 dos.; 1½-in., 15c pr., \$1.80 dos.; 1½-in., 20c pr., \$1.85 dos.; 2-in., 20c pr., \$2.25 dos.; 2½-in., 30c pr., \$3.25 dos.; 3-in., 50c pr., \$5 dos.  Desk, brass, ½-in., 15c pr., \$1.25 dos.; 1-in., 15c pr., \$1.60 dos.; 1½-in., 20c pr., \$1.95; dos.; 1-in., 15c pr., \$1.60 dos.; 1½-in., 25c pr., \$2.50 dos.; 1½-in., 35c pr., \$3.75 dos.; 2-in., 45c pr., \$5.50 dos.
BEVELS—Sliding T: 6"         8"         10"         12"         14"           No. 18         \$ .70         \$ .85         \$ .80          .65         .65         .65           BITS—Auger:         Russell           Jennings         Fords         Irwin         Lightning           Size 8         .40         .80         .85         .25           Size 4         .40         .80         .85         .25           Size 6         .40         .80         .85         .25           Size 6         .40         .40         .40         .80           Size 7         .40         .40         .40         .35           Size 8         .45         .45         .40         .40           Size 9         .50         .50         .45         .40           Size 10         .50         .50         .50         .40           Size 11         .60         .55         .55         .40           Size 12         .60         .20         .85         .60           Size 13         .65         .65         .60         .60           Size 14 <t< td=""><td>3½-in., 45c pr., \$5 dos.; 4x4-in., 65c pr., \$7 dos.; 4½x4½-in., 45c pr., \$9 dos.; 5x5-in., \$1 pr., \$10.50 dos.; 5x5½-in., \$1.50 pr., \$18 dos.; 5x5½-in., \$1.85 pr., \$18.50 dos.; 6xê-in., \$1.50 pr., \$16 dos.  BUTTS—Brass, Middle with Screws—½-in., 10c pr., 75c dos.; ½-in., 10c pr., \$5c dos.; 1-in., 10c pr., 95c dos.; 1-½-in., 15c pr., \$1.15 dos.; 1½-in., 15c pr., \$1.80 dos.; 1½-in., 20c pr., \$1.85 dos.; 2-in., 20c pr., \$2.25 dos.; 2½-in., 30c pr., \$3.25 dos.; 3-in., 50c pr., \$5 dos.  Desk, brass, ½-in., 15c pr., \$1.25 dos.; 1-in., 15c pr., \$1.60 dos.; 1½-in., 20c pr., \$1.95; dos.; 1-in., 15c pr., \$1.60 dos.; 1½-in., 25c pr., \$2.50 dos.; 1½-in., 35c pr., \$3.75 dos.; 2-in., 45c pr., \$5.50 dos.</td></t<>	3½-in., 45c pr., \$5 dos.; 4x4-in., 65c pr., \$7 dos.; 4½x4½-in., 45c pr., \$9 dos.; 5x5-in., \$1 pr., \$10.50 dos.; 5x5½-in., \$1.50 pr., \$18 dos.; 5x5½-in., \$1.85 pr., \$18.50 dos.; 6xê-in., \$1.50 pr., \$16 dos.  BUTTS—Brass, Middle with Screws—½-in., 10c pr., 75c dos.; ½-in., 10c pr., \$5c dos.; 1-in., 10c pr., 95c dos.; 1-½-in., 15c pr., \$1.15 dos.; 1½-in., 15c pr., \$1.80 dos.; 1½-in., 20c pr., \$1.85 dos.; 2-in., 20c pr., \$2.25 dos.; 2½-in., 30c pr., \$3.25 dos.; 3-in., 50c pr., \$5 dos.  Desk, brass, ½-in., 15c pr., \$1.25 dos.; 1-in., 15c pr., \$1.60 dos.; 1½-in., 20c pr., \$1.95; dos.; 1-in., 15c pr., \$1.60 dos.; 1½-in., 25c pr., \$2.50 dos.; 1½-in., 35c pr., \$3.75 dos.; 2-in., 45c pr., \$5.50 dos.
BEVELS	3½-in., 45c pr., \$5 dos.; 4x4-in., 65c pr., \$7 dos.;  4½x4½-in., 85c pr., \$9 dos.; 5x5-in., \$1 pr., \$10.50 dos.; 5½x5½-in., \$1.85 pr., \$18.50 dos.; 6x6-in., \$1.50 pr., \$16 dos.  BUTTS—Brass, Middle with Screws—¼-in., 10c pr., 75c dos.; %-in., 10c pr., 85c dos.; 1-in., 10c pr., 95c dos.; 1½-in., 15c pr., \$1.15 dos.; 1½-in., 16c pr., \$1.80 dos.; 1½-in., 20c pr., \$1.85 dos.; 2-in., 20c pr., \$2.25 dos.; 2½-in., 30c pr., \$3.25 dos.; 3-in., 50c pr., \$2.25 dos.; 2½-in., 30c pr., \$3.25 dos.; 3-in., 50c pr., \$5 dos.  Desk, brass, %-in., 15c pr., \$1.25 dos.; 1-in., 15c pr., \$1.60 dos.; 1½-in., 20c pr., \$1.95; dos.; 1½-in., 25c pr., \$2.50 dos.; 1½-in., 25c pr., \$2.50 dos.; 1½-in., 65c pr., \$3.75 dos.; 1½-in., 45c pr., \$1.85; No. 1, \$1.15; No. 2, \$1.85; No. 3, \$1.65; No. 4, \$1.85; No. 5, \$2.25.  COCKS—Service, F. H.—¼-in., 65c; %-in., 80c; 1-in., \$1.25; 1½-in., \$2.10; 1½-in., \$2.75; 2-in., \$4.85.  Ball, Improved—½-in., \$1; %-in., \$1.25; ¼-in., \$1.50.  CLOTH—Wire.
BEVELS—Sliding T:         6"         8"         10"         12"         14"           No. 18         \$ .70         \$ .85         \$ .80	3½-in., 45c pr., \$5 dos.; 4x4-in., 65c pr., \$7 dos.; 4½x4½-in., 85c pr., \$9 dos.; 5x5-in., \$1 pr., \$10.50 dos.; 5½x5½-in., \$1.85 pr., \$18.50 dos.; 6x6-in., \$1.50 pr., \$16 dos.  BUTTS—Brass, Middle with Screws—½-in., 10c pr., 75c dos.; ¾-in., 10c pr., 85c dos.; 1-in., 10c pr., 95c dos.; 1½-in., 15c pr., \$1.15 dos.; 1½-in., 10c pr., \$2.25 dos.; 1½-in., 20c pr., \$1.85 dos.; 2-in., 20c pr., \$2.25 dos.; 2½-in., 30c pr., \$3.25 dos.; 3-in., 50c pr., \$2.60 dos.; 2½-in., 30c pr., \$3.25 dos.; 3-in., 50c pr., \$5 dos. Desk, brass, ¾-in., 15c pr., \$1.25 dos.; 1-in., 15c pr., \$1.60 dos.; 1¼-in., 20c pr., \$1.95; dos.; 1¼-in., 25c pr., \$2.50 dos.; 1¼-in., 85c pr., \$3.75 dos.; 2-in., 45c pr., \$5 dos. ASH OANS—No. 1, \$1.15; No. 2, \$1.85; No. 3, \$1.65; No. 4, \$1.85; No. 5, \$2.25.  COCKS—Service, F. H.—-¼-in., 65c; ¾-in., 80c; 1-in., \$1.25; 1¼-in., \$2.10; 1½-in., \$2.75; 2-in., \$4.85.  Ball, Improved—½-in., \$1; %-in., \$4.85.  CLOTH—Wire. Black—2½c sg. ft.
BEVELS	3½-in., 45c pr., \$5 dos.; 4x4-in., 65c pr., \$7 dos.;  4½x4½-in., 85c pr., \$9 dos.; 5x5-in., \$1 pr., \$10.50 dos.; 5½x5½-in., \$1.85 pr., \$18.50 dos.; 6x6-in., \$1.50 pr., \$16 dos.  BUTTS—Brass, Middle with Screws—½-in., 10c pr., 75c dos.; %-in., 10c pr., 85c dos.; 1-in., 10c pr., 95c dos.; 1½-in., 15c pr., \$1.15 dos.; 1½-in., 10c pr., \$1.80 dos.; 1½-in., 20c pr., \$1.85 dos.; 2-in., 20c pr., \$2.25 dos.; 2½-in., 30c pr., \$3.25 dos.; 3-in., 50c pr., \$2.25 dos.; 2½-in., 30c pr., \$3.25 dos.; 3-in., 50c pr., \$5 dos.  Desk, brass, %-in., 15c pr., \$1.25 dos.; 1-in., 15c pr., \$1.60 dos.; 1½-in., 20c pr., \$1.25; dos.; 1½-in., 25c pr., \$2.50 dos.; 1½-in., 25c pr., \$2.50 dos.; 1½-in., 35c pr., \$3.75 dos.; 2-in., 45c pr., \$5 dos.  ASH CANS—No. 1, \$1.15; No. 2, \$1.85; No. 3, \$1.65; No. 4, \$1.85; No. 5, \$2.25.  COCKS—Service, F. H.—½-in., 65c; %-in., 80c; 1-in., \$1.25; 1½-in., \$2.10; 1½-in., \$2.75; 2-in., \$4.85.  Ball, Improved—½-in., \$1; %-in., \$1.35; %-in., \$1.50.  CLOTH—Wire.  Black—2½c sq. ft.  Bronze Cloth—12½c sq. ft.
BEVELS	3½-in., 45c pr., \$5 dos.; 4x4-in., 65c pr., \$7 dos.;  4½x4½-in., 85c pr., \$9 dos.; 5x5-in., \$1 pr., \$10.50 dos.; 5½x5½-in., \$1.85 pr., \$18.50 dos.; 6x5-in., \$1.50 pr., \$16 dos.  BUTTS—Brass, Middle with Screws—½-in., 10c pr., 75c dos.; %-in., 10c pr., 85c dos.; 1-in., 10c pr., 95c dos.; 1½-in., 15c pr., \$1.15 dos.; 1½-in., 20c pr., \$2.25 dos.; 1½-in., 20c pr., \$1.85 dos.; 2-in., 20c pr., \$2.25 dos.; 2½-in., 80c pr., \$3.25 dos.; 3-in., 50c pr., \$2.60 dos.; 2½-in., 80c pr., \$3.25 dos.; 3-in., 50c pr., \$5 dos.  Desk, brass, %-in., 15c pr., \$1.25 dos.; 1-in., 15c pr., \$1.60 dos.; 1½-in., 20c pr., \$1.95; dos.; 1½-in., 25c pr., \$2.50 dos.; 1½-in., 85c pr., \$3.75 dos.; 2-in., 45c pr., \$5 dos.  ASH OANS—No. 1, \$1.15; No. 2, \$1.85; No. 3, \$1.65; No. 4, \$1.85; No. 5, \$2.25.  COCKS—Service, F. H.—½-in., 65c; %-in., 80c; 1-in., \$1.25; 1½-in., \$2.10; 1½-in., \$2.75; 2-in., \$4.85.  Ball, Improved—½-in., \$1; %-in., \$1.95; %-in., \$1.50.  CLOTH—Wire.  Black—2½c sq. ft.  Galvanized—6c sq. ft.  Galvanized—6c sq. ft.  Hardware Grades—Mesh 2 3 4 5 6 8
BEVELS	3½-in., 45c pr., \$5 dos.; 4x4-in., 65c pr., \$7 dos.; 4½x4½-in., 85c pr., \$9 dos.; 5x5-in., \$1 pr., \$10.50 dos.; 5½x5½-in., \$1.85 pr., \$18.50 dos.; 6x6-in., \$1.50 pr., \$16 dos.  BUTTS—Brass, Middle with Screws—½-in., 10c pr., 75c dos.; ¾-in., 10c pr., \$1.85 dos.; 1½-in., 10c pr., 95c dos.; 1½-in., 20c pr., \$1.85 dos.; 1½-in., 20c pr., \$2.25 dos.; 1½-in., 30c pr., \$3.25 dos.; 2-in., 20c pr., \$2.26 dos.; 2½-in., 30c pr., \$3.25 dos.; 3-in., 50c pr., \$5 dos. Desk, brass, ¾-in., 15c pr., \$1.25 dos.; 1-in., 15c pr., \$1.60 dos.; 1½-in., 20c pr., \$1.95; dos.; 1½-in., 25c pr., \$2.50 dos.; 1½-in., 35c pr., \$3.75 dos.; 2-in., 45c pr., \$5 dos.  ASH OANS—No. 1, \$1.15; No. 2, \$1.85; No. 8, \$1.65; No. 4, \$1.85; No. 5, \$2.25.  COCKS—Service, F. H.—½-in., 65c; ¾-in., 80c; 1-in., \$1.25; 1¼-in., \$2.10; 1½-in., \$2.75; 2-in., \$4.85. Ball, Improved—½-in., \$1; %-in., \$4.85. Ball, Improved—½-in., \$1; %-in., \$1.35; %-in., \$1.50.  CLOTH—Wire. Black—2½c sq. ft. Bronse Cloth—12½c sq. ft. Galvanized—6c sq. ft.
BEVELS	3½-in., 45c pr., \$5 dos.; 4x4-in., 65c pr., \$7 dos.;  4½x4½-in., 85c pr., \$9 dos.; 5x5-in., \$1 pr., \$10.50 dos.; 5½x5½-in., \$1.85 pr., \$18.50 dos.; 6x5-in., \$1.50 pr., \$16 dos.  BUTTS—Brass, Middle with Screws—½-in., 10c pr., 75c dos.; %-in., 10c pr., 85c dos.; 1-in., 10c pr., 95c dos.; 1½-in., 15c pr., \$1.15 dos.; 1½-in., 20c pr., \$2.25 dos.; 1½-in., 20c pr., \$1.85 dos.; 2-in., 20c pr., \$2.25 dos.; 2½-in., 80c pr., \$3.25 dos.; 3-in., 50c pr., \$2.60 dos.; 2½-in., 80c pr., \$3.25 dos.; 3-in., 50c pr., \$5 dos.  Desk, brass, %-in., 15c pr., \$1.25 dos.; 1-in., 15c pr., \$1.60 dos.; 1½-in., 20c pr., \$1.95; dos.; 1½-in., 25c pr., \$2.50 dos.; 1½-in., 85c pr., \$3.75 dos.; 2-in., 45c pr., \$5 dos.  ASH OANS—No. 1, \$1.15; No. 2, \$1.85; No. 3, \$1.65; No. 4, \$1.85; No. 5, \$2.25.  COCKS—Service, F. H.—½-in., 65c; %-in., 80c; 1-in., \$1.25; 1½-in., \$2.10; 1½-in., \$2.75; 2-in., \$4.85.  Ball, Improved—½-in., \$1; %-in., \$1.95; %-in., \$1.50.  CLOTH—Wire.  Black—2½c sq. ft.  Galvanized—6c sq. ft.  Galvanized—6c sq. ft.  Hardware Grades—Mesh 2 3 4 5 6 8
BEVELS	3½-in., 45c pr., \$5 dos.; 4x4-in., 65c pr., \$7 dos.;  4½x4½-in., 85c pr., \$9 dos.; 5x5-in., \$1 pr., \$10.50 dos.; 5½x5½-in., \$1.85 pr., \$18.50 dos.; 6x6-in., \$1.50 pr., \$16 dos.  BUTTS—Brass, Middle with Screws—½-in., 10c pr., 75c dos.; ¾-in., 10c pr., 85c dos.; 1-in., 10c pr., 95c dos.; 1½-in., 20c pr., \$1.15 dos.; 1½-in., 20c pr., \$2.25 dos.; 1½-in., 30c pr., \$3.25 dos.; 2-in., 20c pr., \$2.25 dos.; 2½-in., 30c pr., \$3.25 dos.; 3-in., 50c pr., \$2.60 dos.; 1½-in., 30c pr., \$3.25 dos.; 3-in., 50c pr., \$5 dos.  Desk, brass, ½-in., 15c pr., \$1.25 dos.; 1-in., 15c pr., \$1.60 dos.; 1½-in., 20c pr., \$1.95; dos.; 1½-in., 25c pr., \$2.50 dos.; 1½-in., 35c pr., \$3.75 dos.; 2-in., 45c pr., \$5 dos.  ASH OANS—No. 1, \$1.15; No. 2, \$1.85; No. 3, \$1.65; No. 4, \$1.85; No. 5, \$2.25.  COCKS—Service, F. H.—½-in., 65c; ¾-in., 80c; 1-in., \$1.25; 1½-in., \$2.10; 1½-in., \$2.75; 2-in., \$4.85.  Ball, Improved—½-in., \$1; %-in., \$4.85.  Ball, Improved—½-in., \$1; %-in., \$4.85.  CLOTH—Wire.  Black—2½c sq. ft.  Bronse Cloth—12½c sq. ft. Galvanized—6c sq. ft.  Hardware Grades—Mesh 2 3 4 5 6 8  Per sq. ft
BEVELS	3½-in., 45c pr., \$5 dos.; 4x4-in., 65c pr., \$7 dos.;  4½x4½-in., 85c pr., \$9 dos.; 5x5-in., \$1 pr., \$10.50 dos.; 5½x5½-in., \$1.85 pr., \$18.50 dos.; 6x5-in., \$1.50 pr., \$16 dos.  BUTTS—Brass, Middle with Screws—½-in., 10c pr., 75c dos.; ¼-in., 10c pr., 85c dos.; 1-in., 10c pr., 95c dos.; 1½-in., 15c pr., \$1.15 dos.; 1½-in., 10c pr., \$2.50 dos.; 1½-in., 20c pr., \$1.85 dos.; 2-in., 20c pr., \$2.25 dos.; 2½-in., 30c pr., \$3.25 dos.; 3-in., 50c pr., \$2.50 dos.; 2½-in., 30c pr., \$3.25 dos.; 3-in., 50c pr., \$5 dos.  Desk, brass, ½-in., 15c pr., \$1.25 dos.; 1-in., 15c pr., \$1.60 dos.; 1½-in., 20c pr., \$1.95; dos.; 1½-in., 25c pr., \$2.50 dos.; 1½-in., 85e pr., \$3.75 dos.; 2-in., 45c pr., \$5 dos.  ASH OANS—No. 1, \$1.15; No. 2, \$1.85; No. 3, \$1.65; No. 4, \$1.85; No. 5, \$2.25.  COCKS—Service, F. H.—½-in., 65c; ½-in., \$0c; 1-in., \$1.25; 1½-in., \$2.10; 1½-in., \$2.75; 2-in., \$4.85.  Ball, Improved—½-in., \$1; %-in., \$1.26; ½-in., \$1.50.  CLOTH—Wire.  Black—2½c sq. ft.  Bronze Cloth—12½c sq. ft.  Galvanized—6c sq. ft.  Hardware Grades—Mesh 2 3 4 5 6 8  Per sq. ft
BEVELS	3½-in., 45c pr., \$5 dos.; 4x4-in., 65c pr., \$7 dos.;  4½x4½-in., 85c pr., \$9 dos.; 5x5-in., \$1 pr., \$10.50 dos.; 5½x5½-in., \$1.85 pr., \$18.50 dos.; 6x6-in., \$1.50 pr., \$16 dos.  BUTTS—Brass, Middle with Screws—½-in., 10c pr., 75c dos.; %-in., 10c pr., 85c dos.; 1-in., 10c pr., 95c dos.; 1½-in., 15c pr., \$1.15 dos.; 1½-in., 10c pr., \$2.25 dos.; 1½-in., 20c pr., \$1.85 dos.; 2-in., 20c pr., \$2.25 dos.; 2½-in., 30c pr., \$3.25 dos.; 3-in., 50c pr., \$2.25 dos.; 2½-in., 30c pr., \$3.25 dos.; 3-in., 50c pr., \$5 dos.  Desk, brass, %-in., 15c pr., \$1.25 dos.; 1-in., 15c pr., \$1.60 dos.; 1½-in., 20c pr., \$1.25 dos.; 1-in., 15c pr., \$2.50 dos.; 1½-in., 25c pr., \$3.75 dos.; 2-in., 45c pr., \$2.50 dos.; 1½-in., 85c pr., \$3.75 dos.; 2-in., 45c pr., \$5 dos.  ASH CANS—No. 1, \$1.15; No. 2, \$1.85; No. 3, \$1.65; No. 4, \$1.85; No. 5, \$2.25.  COCKS—Service, F. H.—½-in., 65c; %-in., 80c; 1-in., \$1.25; 1½-in., \$2.10; 1½-in., \$2.75; 2-in., \$4.85.  Ball, Improved—½-in., \$1; %-in., \$1.35; %-in., \$1.50.  CLOTH—Wire.  Black—2½c sq. ft.  Bronze Cloth—12½c sq. ft.  Galvanized—6c sq. ft.  Hardware Grades—Mesh 2 3 4 5 6 8  Per sq. ft
Bevella	3½-in., 45c pr., \$5 dos.; 4x4-in., 65c pr., \$7 dos.;  4½x4½-in., 85c pr., \$9 dos.; 5x5-in., \$1 pr., \$10.50 dos.; 5½x5½-in., \$1.85 pr., \$18.50 dos.; 6x5-in., \$1.50 pr., \$16 dos.  BUTTS—Brass, Middle with Screws—½-in., 10c pr., 75c dos.; ¼-in., 10c pr., 85c dos.; 1-in., 10c pr., 95c dos.; 1½-in., 15c pr., \$1.15 dos.; 1½-in., 10c pr., \$2.25 dos.; 1½-in., 20c pr., \$1.85 dos.; 2-in., 20c pr., \$2.25 dos.; 2½-in., 80c pr., \$3.25 dos.; 3-in., 50c pr., \$2.60 dos.; 2½-in., 80c pr., \$3.25 dos.; 3-in., 50c pr., \$5 dos.  Desk, brass, ½-in., 15c pr., \$1.25 dos.; 1-in., 15c pr., \$1.60 dos.; 1½-in., 20c pr., \$1.95; dos.; 1½-in., 25c pr., \$2.50 dos.; 1½-in., 35c pr., \$3.75 dos.; 2-in., 45c pr., \$5 dos.  ASH OANS—No. 1, \$1.15; No. 2, \$1.85; No. 3, \$1.65; No. 4, \$1.85; No. 5, \$2.25.  COCKS—Service, F. H.—½-in., 65c; ½-in., 80c; 1-in., \$1.25; 1½-in., \$2.10; 1½-in., \$2.75; 2-in., \$4.85.  Ball, Improved—½-in., \$1; ½-in., \$1.95; ½-in., \$1.50.  CLOTH—Wire.  Black—2½c sq. ft.  Galvanized—6c sq. ft.  Galvanized—6c sq. ft.  Galvanized—6c sq. ft.  Galvanized—6c sq. ft.  Gold Corner Bead—Galvanised, small quantities, per ft. 4c.  CHISELS—Brick, 85c.  But—Jennings Socket 1 1½ 1½ 1½ 2  Bevel Edge
BEVELS	3½-in., 45c pr., \$5 dos.; 4x4-in., 65c pr., \$7 dos.;  4½x4½-in., 85c pr., \$9 dos.; 5x5-in., \$1 pr., \$10.50 dos.; 5½x5½-in., \$1.85 pr., \$18.50 dos.; 6x6-in., \$1.50 pr., \$16 dos.  BUTTS—Brass, Middle with Screws—½-in., 10c pr., 75c dos.; ¾-in., 10c pr., 85c dos.; 1-in., 10c pr., 95c dos.; 1½-in., 20c pr., \$1.85 dos.; 1½-in., 20c pr., \$2.25 dos.; 1½-in., 30c pr., \$3.25 dos.; 2-in., 20c pr., \$2.25 dos.; 2½-in., 30c pr., \$3.25 dos.; 2-in., 50c pr., \$5 dos. Desk, brass, ¾-in., 15c pr., \$1.85 dos.; 1-in., 15c pr., \$1.60 dos.; 1½-in., 20c pr., \$1.95; dos.; 1½-in., 25c pr., \$2.50 dos.; 1½-in., 35c pr., \$3.75 dos.; 1½-in., 25c pr., \$5 dos. ASH OANS—No. 1, \$1.15; No. 2, \$1.85; No. 3, \$1.65; No. 4, \$1.85; No. 5, \$2.25. COCKS—Service, F. H.—½-in., 65c; ¾-in., 80c; 1-in., \$1.25; 1½-in., \$2.10; 1½-in., \$2.75; 2-in., \$4.85. Ball, Improved—½-in., \$1; %-in., \$4.85. Ball, Improved—½-in., \$1; %-in., \$1.35; %-in., \$1.50. CLOTH—Wire. Black—2½c sq. ft. Bronse Cloth—12½c sq. ft. Galvanized—6c sq. ft. Hardware Grades—Mesh 2 3 4 5 6 8 Per sq. ft
BEVELS	3½-in., 45c pr., \$5 dos.; 4x4-in., 65c pr., \$7 dos.;  4½x4½-in., 85c pr., \$9 dos.; 5x5-in., \$1 pr., \$10.50 dos.; 5½x5½-in., \$1.85 pr., \$18.50 dos.; 6x6-in., \$1.50 pr., \$16 dos.  BUTTS—Brass, Middle with Screws—½-in., 10c pr., 75c dos.; ½-in., 10c pr., 85c dos.; 1-in., 10c pr., 95c dos.; 1½-in., 15c pr., \$1.15 dos.; 1½-in., 10c pr., \$2.25 dos.; 1½-in., 20c pr., \$1.85 dos.; 2-in., 20c pr., \$2.25 dos.; 2½-in., 30c pr., \$3.25 dos.; 3-in., 50c pr., \$2.25 dos.; 2½-in., 30c pr., \$3.25 dos.; 3-in., 50c pr., \$2.25 dos.; 2½-in., 30c pr., \$3.25 dos.; 3-in., 50c pr., \$2.50 dos.; 1½-in., 25c pr., \$2.50 dos.; 1½-in., 20c pr., \$1.25 dos.; 1-in., 15c pr., \$1.60 dos.; 1½-in., 20c pr., \$1.25 dos.; 1-in., 15c pr., \$2.50 dos.; 1½-in., 35c pr., \$3.75 dos.; 2-in., 45c pr., \$2.50 dos.; 1½-in., 85c pr., \$3.75 dos.; 1-in., 45c pr., \$5 dos.  ASH CANS—No. 1, \$1.15; No. 2, \$1.85; No. 3, \$1.65; No. 4, \$1.85; No. 5, \$2.25.  COCKS—Service, F. H.—½-in., 65c; ¾-in., 80c; 1-in., \$1.25; 1¼-in., \$2.10; 1½-in., \$2.75; 2-in., \$4.85.  Ball, Improved—½-in., \$1; ½-in., \$1.35; ¾-in., \$1.50.  CLOTH—Wire.  Black—2½c sq. ft.  Bronze Cloth—12½c sq. ft.  Galvanized—6c sq. ft.  Hardware Grades—Mesh 2 3 4 5 6 8  Per sq. ft
BEVELS	3½-in., 45c pr., \$5 dos.; 4x4-in., 65c pr., \$7 dos.;  4½x4½-in., 85c pr., \$9 dos.; 5x5-in., \$1 pr., \$10.50 dos.; 5½x5½-in., \$1.85 pr., \$18.50 dos.; 6x6-in., \$1.50 pr., \$16 dos.  BUTTS—Brass, Middle with Screws—½-in., 10c pr., 75c dos.; ¾-in., 10c pr., 85c dos.; 1-in., 10c pr., 95c dos.; 1½-in., 15c pr., \$1.15 dos.; 1½-in., 10c pr., \$2.50 dos.; 1½-in., 20c pr., \$1.85 dos.; 2-in., 20c pr., \$2.25 dos.; 2½-in., 30c pr., \$3.25 dos.; 2-in., 50c pr., \$5 dos. Desk, brass, ¾-in., 15c pr., \$1.25 dos.; 1-in., 15c pr., \$1.60 dos.; 1½-in., 20c pr., \$1.95; dos.; 1-in., 15c pr., \$1.60 dos.; 1½-in., 25c pr., \$3.75 dos.; 2-in., 45c pr., \$5 dos. ASH OANS—No. 1, \$1.15; No. 2, \$1.85; No. 8, \$1.65; No. 4, \$1.85; No. 5, \$2.25.  COCKS—Service, F. H.—-½-in., 65c; ¾-in., 80c; 1-in., \$1.25; 1½-in., \$2.10; 1½-in., \$2.75; 2-in., \$4.85.  Ball, Improved—½-in., \$1; ½-in., \$4.85. Ball, Improved—½-in., \$1; ½-in., \$1.25; ¼-in., \$1.50.  CLOTH—Wire. Black—2½c sq. ft. Bronse Cloth—12½c sq. ft. Galvanized—6 sq. ft. Galvanized—6 sq. ft. Hardware Grades—Mesh 2 3 4 5 6 8 Per sq. ft
BEVELS	3½-in., 45c pr., \$5 dos.; 4x4-in., 65c pr., \$7 dos.;  4½x4½-in., 85c pr., \$9 dos.; 5x5-in., \$1 pr., \$10.50 dos.; 5½x5½-in., \$1.85 pr., \$18.50 dos.; 6x6-in., \$1.50 pr., \$16 dos.  BUTTS—Brass, Middle with Screws—½-in., 10c pr., 75c dos.; ¼-in., 10c pr., 85c dos.; 1-in., 10c pr., 95c dos.; 1½-in., 15c pr., \$1.15 dos.; 1½-in., 15c pr., \$1.80 dos.; 1½-in., 20c pr., \$1.85 dos.; 2-in., 20c pr., \$2.25 dos.; 2½-in., 30c pr., \$3.25 dos.; 3-in., 50c pr., \$5 dos.  Desk, brass, ½-in., 15c pr., \$1.25 dos.; 1-in., 15c pr., \$1.60 dos.; 1½-in., 20c pr., \$1.95; dos.; 1½-in., 25c pr., \$2.50 dos.; 1½-in., 85c pr., \$3.75 dos.; 2-in., 45c pr., \$5 dos.  ASH OANS—No. 1, \$1.15; No. 2, \$1.85; No. 3, \$1.65; No. 4, \$1.85; No. 5, \$2.25.  COCKS—Service, F. H.—½-in., 65c; ½-in., 80c; 1-in., \$1.25; 1½-in., \$2.10; 1½-in., \$2.75; 2-in., \$4.85.  Ball, Improved—½-in., \$1; ½-in., \$1.85; %-in., \$1.50.  CLOTH—Wire.  Black—2½c sq. ft.  Bronze Cloth—12½c sq. ft.  Galvanized—6c sq. ft.  Hardware Grades—Mesh 2 3 4 5 6 8 Per sq. ft
Bevella	3½-in., 45c pr., \$5 dos.; 4x4-in., 65c pr., \$7 dos.;  4½x4½-in., 85c pr., \$9 dos.; 5x5-in., \$1 pr., \$10.50 dos.; 5½x5½-in., \$1.85 pr., \$18.50 dos.; 6x6-in., \$1.50 pr., \$16 dos.  BUTTS—Brass, Middle with Screws—½-in., 10c pr., 75c dos.; ¼-in., 10c pr., 85e dos.; 1-in., 10c pr., 95e dos.; 1½-in., 15c pr., \$1.15 dos.; 1½-in., 10c pr., \$2.25 dos.; 1½-in., 20c pr., \$1.85 dos.; 2-in., 20c pr., \$2.25 dos.; 2½-in., 30c pr., \$3.25 dos.; 3-in., 50c pr., \$2.50 dos.; 2½-in., 30c pr., \$3.25 dos.; 3-in., 50c pr., \$5 dos.  Desk, brass, ½-in., 15c pr., \$1.95; dos.; 1-in., 15c pr., \$1.60 dos.; 1½-in., 20c pr., \$1.95; dos.; 1-in., 25c pr., \$2.50 dos.; 1½-in., 85c pr., \$3.75 dos.; 2-in., 45c pr., \$5 dos.  ASH OANS—No. 1, \$1.15; No. 2, \$1.85; No. 3, \$1.65; No. 4, \$1.85; No. 5, \$2.25.  COCKS—Service, F. H.—-½-in., 65c; ½-in., 80c; 1-in., \$1.25; 1½-in., \$2.10; 1½-in., \$2.75; 2-in., \$4.85.  Ball, Improved—-½-in., \$1; %-in., \$4.85.  Ball, Improved—-½-in., \$1; %-in., \$4.85.  Bronse Cloth—-12½c sq. ft.  Galvanized—6c sq. ft.  Galvanized—6c sq. ft.  Galvanized—6c sq. ft.  CORNER BEAD—Galvanized, small quantities, per ft. 4c.  CHIBELS—Brick, 86c.  Butt—Jennings Socket 1 1½ 1½ 1% 2  Bevel Edge
Bevella	3½-in., 45c pr., \$5 dos.; 4x4-in., 65c pr., \$7 dos.;  4½x4½-in., 85c pr., \$9 dos.; 5x5-in., \$1 pr., \$10.50 dos.; 5½x5½-in., \$1.85 pr., \$18.50 dos.; 6x6-in., \$1.50 pr., \$16 dos.  BUTTS—Brass, Middle with Screws—½-in., 10c pr., 75c dos.; ¼-in., 10c pr., 85c dos.; 1-in., 10c pr., 95c dos.; 1½-in., 15c pr., \$1.15 dos.; 1½-in., 10c pr., \$2.50 dos.; 1½-in., 20c pr., \$1.85 dos.; 2-in., 20c pr., \$2.25 dos.; 2½-in., 80c pr., \$3.25 dos.; 3-in., 50c pr., \$2.60 dos.  Desk, brass, ½-in., 15c pr., \$1.25 dos.; 1-in., 15c pr., \$1.60 dos.; 1½-in., 20c pr., \$3.75 dos.; 1-in., 15c pr., \$2.50 dos.; 1½-in., 25c pr., \$2.50 dos.; 1½-in., 25c pr., \$3.75 dos.; 1-in., 45c pr., \$1.85 No. 5, \$2.25.  COKS—Bervice, F. H.—½-in., 65c; ½-in., 80c; 1-in., \$1.25; 1½-in., \$2.10; 1½-in., \$2.75; 2-in., \$4.85.  Ball, Improved—½-in., \$1; ½-in., \$1.95; ½-in., \$1.50.  CLOTH—Wire.  Black—2½c sq. ft. Galvanized—6c sq. ft.  Galvanized—6c sq. ft.  Hardware Grades—Mesh 2 3 4 5 6 8 Per sq. ft
Beverlaber   Street   Street	3½-in., 45c pr., \$5 dos.; 4x4-in., 65c pr., \$7 dos.;  4½x4½-in., 85c pr., \$9 dos.; 5x5-in., \$1 pr., \$10.50 dos.; 5½x5½-in., \$1.85 pr., \$18.50 dos.; 6x6-in., \$1.50 pr., \$16 dos.  BUTTS—Brass, Middle with Screws—½-in., 10c pr., 75c dos.; ¼-in., 10c pr., 85c dos.; 1-in., 10c pr., 95c dos.; 1½-in., 15c pr., \$1.15 dos.; 1½-in., 10c pr., \$2.25 dos.; 1½-in., 20c pr., \$1.85 dos.; 2-in., 20c pr., \$2.25 dos.; 2½-in., 30c pr., \$3.25 dos.; 3-in., 50c pr., \$2.50 dos.; 2½-in., 30c pr., \$3.25 dos.; 3-in., 50c pr., \$5 dos.  Desk, brass, ½-in., 15c pr., \$1.25 dos.; 1½-in., 25c pr., \$2.50 dos.; 1½-in., 20c pr., \$3.75 dos.; 1½-in., 25c pr., \$2.50 dos.; 1½-in., 35c pr., \$3.75 dos.; 2-in., 45c pr., \$2.50 dos.; 1½-in., 85c pr., \$3.75 dos.; 1½-in., 45c pr., \$2.50 dos.; 1½-in., 85c pr., \$3.75 dos.; 1½-in., \$2.50 pr., \$2.50 dos.; 1½-in., 85c pr., \$3.75 dos.; 1½-in., \$2.50 pr., \$2.50 dos.; 1½-in., 85c pr., \$3.75 dos.; 1½-in., \$2.50 pr., \$2.50 dos.; 1½-in., \$2.75; 2-in., \$4.85.  BAIL OANS—No. 1, \$1.15; No. 2, \$1.85; No. 3, \$1.65; No. 4, \$1.85; No. 5, \$2.25.  COCKS—Service, F. H.—½-in., 65c; ¼-in., 80c; 1-in., \$1.25; 1¼-in., \$2.10; 1½-in., \$3.75; 2-in., \$4.85.  Ball, Improved—½-in., \$1; %-in., \$1.25; ½-in., \$4.85.  Ball, Improved—½-in., \$1; %-in., \$1.25; ½-in., \$1.50.  CLOTH—Wire.  Black—2½c sq. ft.  Galvanized—6c sq. ft.  Galvanized—6c sq. ft.  Galvanized—6c sq. ft.  Golden—12½c sq. ft.  Galvanized—6c sq. ft.  Golden—5c sq. ft.  Bevel Edge
Beverlest	3½-in., 45c pr., \$5 dos.; 4x4-in., 65c pr., \$7 dos.;  4½x4½-in., 85c pr., \$9 dos.; 5x5-in., \$1 pr., \$10.50 dos.; 5½x5½-in., \$1.85 pr., \$18.50 dos.; 6x6-in., \$1.50 pr., \$16 dos.  BUTTS—Brass, Middle with Screws—½-in., 10c pr., 75c dos.; ¾-in., 10c pr., 85c dos.; 1-in., 10c pr., 95c dos.; 1½-in., 15c pr., \$1.15 dos.; 1½-in., 10c pr., \$2.25 dos.; 1½-in., 20c pr., \$1.85 dos.; 2-in., 20c pr., \$2.25 dos.; 2½-in., 30c pr., \$3.25 dos.; 2-in., 50c pr., \$5 dos. Desk, brass, ¼-in., 15c pr., \$1.25 dos.; 1-in., 15c pr., \$1.60 dos.; 1½-in., 20c pr., \$1.95; dos.; 1-in., 15c pr., \$1.60 dos.; 1½-in., 20c pr., \$1.95; dos.; 1-in., 15c pr., \$1.60 dos.; 1½-in., 25c pr., \$3.75 dos.; 2-in., 45c pr., \$5 dos. ASH OANS—No. 1, \$1.15; No. 2, \$1.85; No. 3, \$1.65; No. 4, \$1.85; No. 5, \$2.25.  COCKS—Service, F. H.—½-in., 65c; ¾-in., 80c; 1-in., \$1.25; 1½-in., \$2.10; 1½-in., \$2.75; 2-in., \$4.85.  Ball, Improved—½-in., \$1; %-in., \$4.85. Ball, Improved—½-in., \$1; %-in., \$1.35; %-in., \$1.50.  CLOTH—Wire. Black—2½c sq. ft. Bronse Cloth—12½c sq. ft. Galvanized—6c sq. ft. Hardware Grades—Mesh 2 3 4 5 6 8 Per sq. ft
BEVELS	3½-in., 45c pr., \$5 dos.; 4x4-in., 65c pr., \$7 dos.;  4½x4½-in., 85c pr., \$9 dos.; 5x5-in., \$1 pr., \$10.50 dos.; 5½x5½-in., \$1.85 pr., \$18.50 dos.; 6x6-in., \$1.50 pr., \$16 dos.  BUTTS—Brass, Middle with Screws—½-in., 10c pr., 75c dos.; ¾-in., 10c pr., 85c dos.; 1-in., 10c pr., 95c dos.; 1½-in., 15c pr., \$1.15 dos.; 1½-in., 10c pr., \$2.25 dos.; 1½-in., 20c pr., \$1.85 dos.; 2-in., 20c pr., \$2.25 dos.; 2½-in., 30c pr., \$3.25 dos.; 2-in., 50c pr., \$5 dos. Desk, brass, ½-in., 15c pr., \$1.25 dos.; 1-in., 15c pr., \$1.60 dos.; 1½-in., 20c pr., \$1.95; dos.; 1-in., 15c pr., \$1.60 dos.; 1½-in., 20c pr., \$1.95; dos.; 1-in., 15c pr., \$1.60 dos.; 1½-in., 20c pr., \$1.95; dos.; 1-in., 15c pr., \$1.60 mr., \$1.15; No. 2, \$1.85; No. 3, \$1.65; No. 4, \$1.85; No. 5, \$2.25.  COCKS—Service, F. H.—½-in., 65c; ¾-in., 80c; 1-in., \$1.25; 1½-in., \$2.10; 1½-in., \$2.75; 2-in., \$4.85.  Ball, Improved—½-in., \$1; ½-in., \$1.35; ¾-in., \$1.50.  CLOTH—Wire. Black—2½c sq. ft. Bronze Cloth—12½c sq. ft. Galvanized—6c sq. ft  Hardware Grades—Mesh 2 3 4 5 6 8  Per sq. ft
BEVELS	3½-in., 45c pr., \$5 dos.; 4x4-in., 65c pr., \$7 dos.;  4½x4½-in., 85c pr., \$9 dos.; 5x5-in., \$1 pr., \$10.50 dos.; 5½x5½-in., \$1.85 pr., \$18.50 dos.; 6x6-in., \$1.50 pr., \$16 dos.  BUTTS—Brass, Middle with Screws—½-in., 10c pr., 75c dos.; ½-in., 10c pr., 85c dos.; 1-in., 10c pr., 95c dos.; 1½-in., 15c pr., \$1.15 dos.; 1½-in., 10c pr., \$2.25 dos.; 1½-in., 20c pr., \$1.85 dos.; 2-in., 20c pr., \$2.25 dos.; 1½-in., 30c pr., \$3.25 dos.; 3-in., 50c pr., \$2.50 dos.; 2½-in., 30c pr., \$3.25 dos.; 3-in., 50c pr., \$5 dos.  Desk, brass, ½-in., 15c pr., \$1.95; dos.; 1½-in., 25c pr., \$2.50 dos.; 1½-in., 25c pr., \$3.75 dos.; 2-in., 45c pr., \$5 dos.  ASH OANS—No. 1, \$1.15; No. 2, \$1.85; No. 3, \$1.65; No. 4, \$1.85; No. 5, \$2.25.  COCKS—Service, F. H.—½-in., 65c; ½-in., \$0c; 1-in., \$1.25; 1½-in., \$2.10; 1½-in., \$2.75; 2-in., \$4.85.  Ball, Improved—½-in., \$1; %-in., \$4.85.  Ball, Improved—½-in., \$1; %-in., \$4.85.  Bronse Cloth—12½c sq. ft.  Galvanized—6c sq. ft.  Hardware Grades—Mesh 2 3 4 5 6 8  Per sq. ft
No. 18	3½-in., 45c pr., \$5 dos.; 4x4-in., 65c pr., \$7 dos.;  4½x4½-in., 85c pr., \$9 dos.; 5x5-in., \$1 pr., \$10.50 dos.; 5½x5½-in., \$1.85 pr., \$18.50 dos.; 6x6-in., \$1.50 pr., \$16 dos.  BUTTS—Brass, Middle with Screws—½-in., 10c pr., 75c dos.; ¾-in., 10c pr., 85c dos.; 1-in., 10c pr., 95c dos.; 1½-in., 15c pr., \$1.15 dos.; 1½-in., 10c pr., \$2.25 dos.; 1½-in., 20c pr., \$1.85 dos.; 2-in., 20c pr., \$2.25 dos.; 2½-in., 30c pr., \$3.25 dos.; 2-in., 50c pr., \$5 dos. Desk, brass, ½-in., 15c pr., \$1.25 dos.; 1-in., 15c pr., \$1.60 dos.; 1½-in., 20c pr., \$1.95; dos.; 1-in., 15c pr., \$1.60 dos.; 1½-in., 20c pr., \$1.95; dos.; 1½-in., 25c pr., \$2.50 dos.; 1½-in., 35c pr., \$3.75 dos.; 2-in., 45c pr., \$5 dos.  ASH OANS—No. 1, \$1.15; No. 2, \$1.85; No. 3, \$1.65; No. 4, \$1.85; No. 5, \$2.25.  COCKS—Service, F. H.—½-in., 65c; ¾-in., 80c; 1-in., \$1.25; 1½-in., \$2.10; 1½-in., \$2.75; 2-in., \$4.85.  Ball, Improved—½-in., \$1; ½-in., \$1.35; ¾-in., \$1.50.  CLOTH—Wire. Black—2½c sq. ft. Bronze Cloth—12½c sq. ft. Galvanized—6c sq. ft  Hardware Grades—Mesh 2 3 4 5 6 8  Per sq. ft

		RB:	TAIL SE	LLING	PRICE—Continue	d.						
%	.55 .65	.75 .80	.60 .65	.85 .90	Marking—Stanley Nos. 61 62	or Si	milar:	65 68	70	71	73	78
1	.65	.85	.65	1.00 1.10	.10 .20	.80	.40 .	.50 .50	.85	.65	.85	.65
1¼	.70 .75	.90 .95	.70 .75	1.10	74 76 1.00 .90			85 85 <u>%</u> . <b>80</b> 1.50		. <b>6</b> 0 .	90 .50	.75
1 ¾ 1.20 2 1.25	.80 . <b>9</b> 0	1.00 1.00	.80 .80	1.25 1.15	GOUGES-Buck Br	os. Soc Outside		Inside	<b>m</b> .		<b>-</b>	
Sets of 12 9.00 O. E. Jennings Bevel	6.00	8.50 3.50.	6.50		<b>¼</b>	8 .55		.60	Tai	10		.5ŏ
	D			_	¥ · · · · · · · · · · · · · · · · · · ·	1.00		.60 .70	8. 8.	10 15		.50 .60
DEADENING FELT—F Three-fourths lb., 40	ull rolls, 5c;	less qua \$3.10 per	ntity, 6e li roll.	b.	2	1.10		.75 .75		15 10		.60 .70
1 th roll 50 ins. to	TOIL BZ.OU I	Jer rou.			<b>%</b>	1.25		.80		15		.80
1 1/2 lb. roll, 75 lbs. to A roll is 150 ft. lo	DE. BIL. WIG	Le, DU BQ.	yds. to a	rell.	14	1.40		.85 . <b>9</b> 0	.6	50 50	1	.90 1.15
DIVIDERS—Angle: 8 Wing— 5"	tanley No. 80	), \$1.50. 7"	8"	10"	1½ 1½	1.50 1.65		1.00 1.15	.7	70 35		L.85 L.76
.85 DRILLS—Automatic:	.40	.40	.55	.75	Sets of 12	1.85		1.80 7.25		5	2	3.00
Yankee N	io. 40 No. 4	No. 41	No. 44 \$1.85		Leather Tip Hand	lles adv		o each si	10.			•••
	0.01 No.1	No. 08	No. 8 N		FAMILY GRINDST \$1.75 each; 10	ONES-	—Moui 2.25 e	nted, 6-in	., \$1.5	0 eacl	h; 8-	in.,
	1.00 \$1.25 and Goodell	\$1.85 10c eac	\$1.50 h, 8 for 98	\$1.75 5c, set	GLASSES—Level. Ground—				each.			
of 8, 50c. With	Thuck, 65c.		•		Ground-		8 .60	\$ .65	8 .75	\$1.00		.00
DRILLS—Bit Stock: 2-8210e	7-89		2-82		GLUE-Liquid: H	alf pint	s, 40c	; pints,	30e; q1	narts,	\$1.00	).
810c 415c	8	85e 1	.8 .4	60a	HAMMER—		H					
515c	10	.40e 1	5 6	70e	Maydole and Stan	81.00	117	12 5 \$ .90	18	711 \$1.00	711	
TTTI Non 1 to 5 a	ma # 40 91) '	700 ABCD.	Nos. 21	to 80.		712	612	6111	611	<b>\$1.0</b> 0	•	.50
15c each or 2 for 41 to 80, 10c each	AP 34 FAP 106	<b>4</b> .			Ball Pein 4	6	1	0 \$1.50 8 12	16	20	1	24
CALLINE Chank Tokk	ar PR.I—24	to 16 12.	, 10c each 64 in., 20c	each;	28	82	80	70 \$ .75 5 40	44	48		.15
in. to 18-64 in., 15 14 in. to 9-82 in 80c each; 28-64 is	., 25c each;	19-64 i	n. to 11-8	2 in.,	\$1.2 Germantown Nos.	5 \$1.8	5 \$1.6	40 \$1.45	\$1.50	\$1.6	0	
30e each; 33-04 in 27-64 in., 40c eac 15-82 in. to 81-64	h; 7.16 in.	to 29-64	in., 45c	each;		₹.	1.50	<b>\$4</b> <b>\$</b> 1.50				
15-82 in. to 81-64 45 per cent from	in., 50c each list.	; 1/2 im.,	SSC CACE.	Bnops,	Vanadium—All si HATCHETS—	1206 <b>\$</b> ]	1.50					
Breast-	12 \$8.50	18 \$5.00	16 \$5,50		Broad or Beach Hunt's or Simila		1 \$1.25	2 \$1.85	8 81 58	4 81 85	. 21	5 85
Chain-	Ó80 <b>7</b>	807	816		Floor	-	1.15	1.40				
DRILLS-Hand:	<b>\$2</b> .00	\$2.50	\$8.75	_	Broad White		<b>\$2.25</b>	\$2.25	6 \$2.15	7 \$3.00		.85
Wamboo No 545 RA	; No. 1580,	\$8.50; No. 8. \$1.50;	o. 1545, <b>\$</b> ( No. 5. <b>\$2</b>	5. 3.50.	Claw			\$ .90		3 1.00		.15
Millers Falls—No. 2, Breast—Yankee—Nos	. 555 and 1	555, \$6.5	0. Millers	Falls	Shingling Lath—Underhill			.8 8 Row	9 R	.95		.10
No. 12, \$3.75; No. Bench—Yankee, No.	1008 <b>#</b> 10: N	ia 20. 87	! NO. 22.	82.70.				\$1.85		75		.00
Bit—Size 12-16, \$1.00 size 30, \$1.75; size EXTENSIONS—				\$1.5U;	HOES-Mortar, 9 i Planters, 8-in., 6	nch 80e 5c; 81/2	e, 10 i i-in., 7	inch 90c. '5c; 9 ⅓-	n., 85	c: 10-i	n., 9	Юc.
EXTENSIONS— Bit—Size 12-16, \$1.8	E	. \$1.40:	ize 22-24.	<b>8</b> 1.50:	Planters, 8-in., 6: German, 5½-in., 8-in., 85c.	60c; B	-in., 6	5c; 7-in.	, 70c;	7 1/2 - i	n., 7	5e;
					HANGERS—Sliding Cycle or Similar	Door:				:	Per	Bet
1b., 85c; %x16,	lb. \$1.10,	14-1b. 60	0c, ¼-1b.,	85c :	Labes imitation							KΛ
%x10-lb. \$1.30, %:	·lb. 70c, ¼-lb x16. lb. \$1.0	. 40c; 1/2: 05. 1/4-1b.	x12-lb. 95c 55c, 14-lb.	-76-1b. . 80c;	Lanes, improved : Lanes, standard .	BB	• • • • •		• • • • •	• • • • •	. \$8	.75
14 x 10 lb. \$1.20, 14	lb. 65c, 14.	lb. 85c;	% and %	12-lb.	Prouty, Single 8 Prouty, Double 1	ft					. \$2	.50
No. 16, lb. \$1, 1/2	ib. 55c. 4 11	b. 80c; N	o. 18, lb.	\$1.20,	Johns, Single 6	ft					1	.75
⅓-1b. 65c, ⅓-1b. 50c. ⅓-1b. 80c; 1	Nos. 14 and	16 lb.	95c, 1/2-1b.	50c,	Johns, Double 12 Extra Track for	ft all Han	gers.	10e foot.	• • • • •	• • • • •	8	.50
size 80, \$1.75. ESCUTOHEON PINS— 1b., 85c; %x16. %x10-lb. \$1.30, % 55c, %-lb. 80c; % ½x10 lb. \$1.20, % 95c, %-lb. 50c, % No. 16, lb. \$1, % ½-lb. 65c, %-lb. 50c. %-lb. 30c; 1 %-lb. 30c; 10. 10 FELT—Raturated Asph	lb. \$1.15. 3	≨-lb. 60c, 500 feet	¼Ib. 850	e. . <b>\$</b> 1.10	LAWN MOWERS-		-	L				
Tarred FILES—Slim Taper, 31				. 1.10	Philadelphia Style	M.						
to 7-in., 15c; 8-in.,	20c each. I	n dozen l	ots, 4-in.,	31.10;	10", \$5; 12", \$ Stearns Ball Bear	ing:			• •	11.		
4 ½ -in \$1.15; 5-in 7-in., \$1.70.					12". \$8; 14", 1 LEVELS—	99; 16"	, \$10;	18", \$1	1.			
Weed's Blunt, 15c eac Cant. 6-in., 20c; 8-in			andle, 8 fo	r 40c.	Leonhart, Straigh							.50
Mill Bastard, 4-in. a 10-in., 25c; 12-in.,	nd 5-in., 10	o: 6-in.,	15e; 8-in.,	20e;	Bitt & Square, St. Unique, Brass Ca		• • • • •	• • • • • • •	• • • • •			.25 .75
Flat. 6-in., 20c: 8-in.	, 25c; 10-in.,		in., 40c.;	14-in.,	Nickel Case Iron-Davia (Mach	inists)	••••	• • • • • • • •	• • • • •	•••••	1	.00
50c: 10-in., 65c ea Half Round, 5-in. to	6-in., 20c;	8-in., 2	5e; 10-in.,	80e;	Nos. Inches	•	1 6	2 13		8 18		4
19.in 40a · 14.in	KKe. 18.in	70c			_ Price		. \$3.00	\$2.50		8.00		.50
Round, 4-in. and 5-in 25c; 12-in., 80c; 1 Square, 5-in., 15c; 6-	4-in., 40c; 10	8-in., ,50c	each.	19.in	Davis (Carpenters Nos.	• •	6		8	9 (	09 or	46
40c; 14-in., 50c ea Knife. 4-in. and 5-in.	ch.	., 200, 10	/-и., осс,	25,	Inches Price	\$1	.75 E		.25 🛊	94 <b>3</b> .78	24 84.50	
FOOD CUTTERS—RUS	SWIN				Jennings		18					
No. 0, \$1.50; No. 1, FORKS—	\$1.75; No. 2	2, <b>\$2</b> .00; 4-tin	No. 3, \$3. e 5-tine	.00. 6-tine	Inches 6	18 18	18	24 94	117 12	118 18	11	4
Mannea Long and D	handle	\$1.0	0 \$1.25	<b>\$</b> 1.50	Price \$1.00 Starrett, No. 182	<b>\$1.50</b>	<b>\$</b> 1.75	\$3.00	\$1.75	<b>\$3</b> .00	\$3.	.35
Spading—Long and D Spading—Long and D	handle, 2d	Grade 1.0	0 1.85	900	Inches	4 31.85	\$1.50	9 \$1.65	12 \$1.75	18		14
6-in., 25c each.	6-1H., 100;	# 73 · 111., A	<b>1</b> 00, 0-111.,		Stanley, No. 84	71.00	71.50	41. <del>4</del> 0	¥1.70	<b>\$3.00</b>		
HORSE RASPS—Plain.	12-in., 50c;	14-in., 6	i0c; 16-in.,	80c;	Inches Price			\$.10	6 1.40	8 \$1.85	\$3.	.40
tanged, 14-in., 75c FLOAT BALLS—COPP	ER, 5-in. 70	e each; 6	-in., 80c e	ach.	Stanley, No. 36 Inches			•	18	18		14
Bit—Stanley No. 49.	75e.				Price		\$1.25	\$1.50	1.85	\$2.85	\$2.	
Butt—Stanley No. 95. Goodell No. 22	75e, \$1.00.	No. 92, 1	<b>51.50</b> .		Stanley, No. 27 Nos.		6	•	18	18	2	14
Hatchet, 30c.	•				Price		\$3.00	\$3.50	\$8.00	\$8.50	14	

RETAIL SELLING	PRICE—Continued.	
LEVELS—Wood:	PLANES—STANLEY:	•
Akron	No. Price No. Price	
Nos. 8 6 06 05 4 024 5 Price \$1.65 \$2.20 \$2.75 \$4.50 \$5.25 \$2.50 \$4.50	2 2.10 28 1.75	
Stanley Nos. 9 09 10 010 11 011 18 19	8 2.25 24 1.75 4 2.85 25 1.75	
Price \$2.00 \$2.00 \$2.50 \$2.50 \$8.50 \$8.50 \$2.00 \$4.00	4 1/2 2.60 26 2.00	65% 1.85 118 8.75
Nos. 90 95 96 25 80 0 8 08 104 Price \$8 \$5.50 \$7 \$2.50 \$2 \$ .95 \$1.70 \$1.60 \$ .75	5 2.60 27 2.15 5  3.25 27  2.25	
Mason'a Plumb Rules:	6 8.75 28 2.50 7 4.50 29 2.60	71 2.50 181 1.75
Nos. 20 85 45 24 25½ 26 70 80 Price \$2.75 \$2.00 \$8.25 \$2.50 \$2.50 \$2.75 \$4.25 \$4.75	8 5.00 80 2.75	79 . 8.15 146 9.65
Aluminum 12" 18" 24"	9 4.50 81 2.75 9 4 1.30 82 8.00	
LEVEL SIGHTS-Nos, 1 and 2, \$1.00.	9 14 1.10 88 8.25	75 .60 171 8.50
Prices 90c, 75c, \$1.75, \$2, \$2, \$2.50, \$3.60, \$2.75, \$8, \$2.75 METAL POLISH—Brilliantshine—Half pints, 15c; pints, 25c;	10 8.75 85 2.18	80 1.80 181 1.40
quarts, 45c; half gallons, \$1.85.	10 ½ 3.75 36 2.50 11 3.00 86 2.50	
•	12 8.00 87 2.50 12 1/2 8.85 89 2.10	87 2.40 191 1.50
NAILS-Wire or Cut Common:	18 8.50 40 1.50	92 2.40 220 .90
Many Retail Hardware Merchants at the present time are	15 1.25 40 ½ 1.98 15 ½ 1.50 45 8.50	
eelling Nails in small quantities for 6c per pound 6d, and larger; they are also adding 50c per keg base to their	16 1.85 46 7.50 17 1.50 48 8.50	97 2.80 608 2.75
landed cost; every Retail Hardware Merchant should make at least 50c a keg base ever his landed Cost.	18 1.50 49 8.50	99 1.25 604 14 8.40
Galvanized—Large head roofing felt nails, 15c lb. In 10-lb.	19 1.65 50 5.00 20 5.00 55 15.00	100 .85 605 8.65
lots, 12 % e Ib. Other Galvanized Nails, less than 10-Ib. lots, 10c Ib.	20 1/2 4.75 57 5.00	102 .40 606 4.25
Coment Coated-2d, 8d and 4d, 10e lb. 5d, 8c. 6d and		609 E 75
larger, 7c.  Keg Base, Common Wire, \$4.25; Out, \$5.25; Cement Coated,	NOTE—All other akes 10	per cent less than above prices.
\$4.70. For less than full keg add 25c for each half keg, plus the extra. Wire Nails in small lots, 6d and	65 1, 120, 220, 181, 25	15, 16, 17, 18, 19, 60, 60 14, 65, 5c. Nos. 100, 101, 102, 108, 15c.
_ larger, 6e lb.; 8d, 4d and 5d, 7e lb.; 2d, 8e lb.	2100, 220, 200, 200.	
Fine Blued, 3d and 8d, 8c lb. Finish, 6d and larger, 6c lb.; 8d, 4d and 5d, 8c lb.; 3d,	Double	Single Double Single
_ 10c lb.	1 1/4 \$ .55 1 1/455	<b>7.80 7.40 \$.25</b>
Barbed Floor Brads, small lots, Sc lb.; kegs, \$1.00 over the base.	11/2 .60	.85
Roofing Felt Nails, large heads, 15c lb. Other galvanised nails, 10c lb.	1 % .60	.85 .40 .25 .85 .40 .25
Wire Nails and Brads in papers, 50 per cent discount.	1 % .65 2 .65	.40
NETTING—Galvanized Before—No. 20, 2-in., 1-ft. per roll, \$1.10; 2-ft., \$2.15; 2½-ft., \$2.70; 8-ft., \$8.15; 4-ft.,	21/4 .70	.45 .50 .85
\$4.20; 5-ft., \$5.50; 5-ft., \$5.55; 75 feet or over, %c sq.	2 1/4 .75 2 1/4 .80	.50 .50 .85 .55 .60 .40
ft.; less quantity, 1c sq. ft.; No. 20, 1¼-in., 1-ft., \$1.45; 2-ft., \$2.80; 8-ft., \$4.20; 4-ft., \$5.60; 5-ft., \$7.00; 6-ft.,	2 1/2 .85 2 1.00	.60
\$8.40; 75 feet or over, le sq. ft.; less quantity, 146 sq. ft; No. 20, 1-in., 1-ft. per roll, \$2.60; 2-ft., \$5.10;	For Block Plane Irons,	see Block Plane List.
8-ft., \$7.90; 4-ft., \$10.25; 5-ft., \$19.80; 6-ft., \$15.85;	SANDPAPER—2 sheets for	5c; per quire, No. 00, 85c; No. 0, 1, 40c; No. 1½, 40c; No. 2, 45c;
8-ft., \$7.90; 4-ft., \$10.95; 5-ft., \$19.80; 6-ft., \$15.85; 75 feet or over, 13c sq. ft.; less quantity, 2c sq. ft.; price for galvanised after, add 15 per cent to the above	NO. 273, 400; NO. 3, DO	/C.
roll prices. NETTING—(For Plasterers' Use)—Galvanized before, 1-in.,	EMERY CLOTH-10c sheet PLANES-Wood:	
No. 19, 18c sq. yd.; 1-in., No. 18, 20c sq. yd. Gaivan-	Common	\$1.10 \$1.85 \$1.65 \$2.10
ized after, 1-in., No. 20, 18c sq. yd.; 1-in., No. 19, 19c sq. yd.; 1-in., No. 18, 21c sq. yd.	Razee Fancy Wood—All Makes.	
NUMBERS—House. Aluminum, 8" 5c each. Aluminum Cast, 8" 10c each.	Center Bead—1/4 inch	and under\$ .70
Fancy BB. LB. & AC. 8" & 4" 20c each. Fancy set of four, 8" & 4" 75c set.	Match Plated-1 inch	and under. per pair. 2.00
In lets of 24 or more, price is open,	Side Stop Dado-All	widths
RUSSWIN NIGHT CATCHES	Screw Stop Dado—All	WIGERS 1.65
No. 1654, 60c; No. 3759, 75c; No. 3760, 90c; No. 8762, \$1.25; No. 1292, \$1.75; No. 1291, \$2.00; No. 1290, \$2.25; No. 7290, \$2.50; No. 1690, \$2.50; No. 7690,	Skew Rabbet	Mesing Iron Casing Single Double
2.15; No. 290, \$2.50; No. 2900, \$2.75; No. 690, \$2.75;	% \$ .70 % .70 % .70	\$ .90 .90 \$1.00 \$1.35
No. 690C, \$3.00. NIGHT LATCHES—CORBIN	% .70 1" .70	1.00 1.90 1.25
No. 852, 90c; No. 853, 75c; No. 0857, \$1.75; No. 858, \$2.00; No. 856, \$2.50; No. 874, \$2.50; No. 856%, \$2.75.	134 7 .75	1.00 1.00 1.25 1.35 1.00 1.25
BIGHT LATCHES—Yale:	1 1 7 75 1 1 7 85 1 2 7 95 2 1.00	1.25 1.35
Nos. 28 26 88 84 87 Prices \$ .90 \$ .75 \$1.75 \$2.00 \$2.00	3" 1.00 Hollows and Round	
Nos. 042 42 44 46 049 Prices \$2.50 \$2.50 \$2.75 2.75 \$8.00	12 and under 14 to 16	8 22 24 26 28 20
OVERALLS— O	Per Pair \$1.25 \$1.40 PLIERS—Swedish Diagonal	\$1.60 \$1.70 \$2.00 \$3.10 \$3.30
Heavy Duck, all makes, to 40 inches\$1.25	5-in., 90c; 51/2-in., 90c Outters—Stanley or Simil	s: 6-in., \$1.00 pr.
PADLOCKS—CORBIN P	Nos. 40 40 34 840	71 4 171 1/2 90 92 98 94 98 99
No. 2969. \$1.25: No. 2970. \$1.75: No. 2971. \$1.80: No.	Price .25 .80 .80 Nos.	.85 .85 .85 .85 .95 .95 140 13 & 13 ½ 63 75
2972, \$2.10; No. 2978, \$2.85; No. 2974, \$2.60; No. 2975, \$3.10.	Price Tooth Cutters	.95 .95 .95 .15
PADLOCKS—Yale: Noa. 800 818 828 888 848 858 868	Nos.	18 19% 112
Prices \$1.95 \$1.75 \$1.80 \$3.10 \$3.85 \$2.60 \$8.10	Price PLUMB BOBS—Stanley or	.25 .25 .25
PAILS—Galvanised—8-qt., 80c; 10-qt., 85c; 12-qt., 40c; 14-qt., 45c; 16-qt., 55c.	Nos.	1 8 8
Stock Pails, 12-qt., 50c; 14-qt., 55c; 16-qt., 60c; 18-qt., 65c; 20-qt., 75c.	POINTS-Trammel. Stanley	or Similar:
PAPER—Building:	NOS. 1	\$ 8 4 99 \$1.75 \$2.25 \$ .90 \$ .75
P. & B., 1000 ft\$3.60 \$5.40 \$7.40 \$9.40	BAKES-Garden, bow:	<b>3</b>
Malthine, 1000 ft 3.80 8.90 3.60 5.85	·	.70 ,80 .90
Roofing Paper—38 1-8% discount. Sand Paper, Baeder, Adamson & Co., per quire 80e.	RIVETS AND BURRS—O	opper, Nos. 8 and 10, 90e lb.;
Reams open.		ess than pound lots, \$1 lb.

RETAIL SELLING	PRICE—Continued.
ROPE— Manila, %" and larger, basis per pound 22c. Manila, extra superior, basis per pound 23c. Sisal, 19c per pound; 7.16", %" and 9.16", %c over basis; %", 1c over basis; %" and 5.16", 1%c over basis; 3.16", 2c over basis.  RULES—No. 68, 15c; No. 61, 20c; No. 84, 40c; No. 62, 50c; No. 60, 60c; No. 42, 80c; No. 62%, 40c; No. 66%,	SAW SETS—       \$1.15         Morrell's 'Special'       \$1.15         Morrell's Genuine, No. 1 Old       1.00         Morrell's New No. 1       1.00         Morrell's No. 95       1.00         Taintor H.       1.00         Triumph H.       1.00         Monarch Polished       1.00
90c; No. 94, \$1.50; No. 66½, 85c; No. 66½, 45c; No. 58½, 60c; No. 18, 15c; No. 12, 50c; No. 7, 85c; No. 82½, 75c; No. 82, 60c.	Monarch Polished         1.00           Monarch Jap         .75           Hammer, Aiken, Genuine         .90           Hammer, Aiken, Imitation         .60
Zigrag—Stanley, white, No. 102, 35c; No. 103, 40c; No. 104, 50c; No. 105, 55c; No. 106, 65c; No. 108, 90c. Stanley, yellow, No. 2, 30c; No. 8, 35c; No. 6, 60c; No. 8, 85c.	JACOBS PORTABLE PLATFORM SCALES— 400 lbs. \$15.00 each 600 lbs. \$15.00 each Larger capacities quoted on request.
Other brands, white, 20c, 25c, 85c, 40c, 75; Yellow, 25c, 80c, 40c, 45c, 80c.  RULE TOOLS—W. H. Stanley 3 Angle with Level, 50c.	JACOBS SPRING BALANCES— 15 & 80 lb. Butcher scales \$7.00 each 15 & 80 lb. DD Butcher scales \$9.50 each
8 SASH CORD—Common, hand, No. 7, 85c; No. 8, 95c; No. 9, \$1.25; No. 10, \$1.50; No. 12, \$1.75. Samson, hank,	240 lb. Union scales \$6.50 each  SORAPERS—Steel Hand:  Atkins, Silver Steel, or Disston, 2½x5", 15c; 8x4", 15c; 8x5", 20c; 3x6", 25c.
No. 7, \$1.10; No. 8, \$1.35.	SCRIBERS—Gem, 15c. Movable Leg, 35c.
Manila ¼" 5-16" %" ½" & larger 50 lbs. & over Per 100 fs. \$ .50 \$ .60 \$ .70 \$ .25 lb. Price Open	SETS—Nail. Buck Bros. 15c. 2 for 25c.  Knurled 10c.  SOREWDRIVERS— 1 2 2 22
RULES— Nos. 68 61 84 54 62 60 43 62½ 66% .30 .20 .40 .45 .50 .60 .80 .35 .85 Nos. 94 66½ 66½ 58½ 18 12	Goodell \$1.00 \$1.25 \$1.50 \$1.50 Yankee 80 81 85 180 181 \$1.50 \$2.75 \$1.25 \$3.00 \$2.75 2½ 8 8½ 4 4½ 5 5½ 6 6½ 7 7½ 6
\$2.00 .85 .40 .50 .15 .50 Zigrag—Stanley, white: Nos. 102 108 104 1' . 106 108 .35 .40 .50 .55 .60 1.09	Champion .25 .25 .25 .80 .80 .85 .85 .45 .45 .50 .50 .60 83 10 10 4 .60 .75 .75 .75 .75 Hurwood, Stanley, Victor and Elmore same as Champion.
Stanley, Yellow: Nos. 2 3 4 5 6 8 .25 .80 .40 .45 .50 .85	
Other brands:         White         .20         .25         .80         .85         .40         .75           Yellow         .25         .80         .85         .40         .45         .80	SCREWDRIVERS—Stanley: No. 80, 2¼", 15c; 8", 15c; 4", 20c; 5", 25c; 6", 30c; 7", 35c; 8", 40c; 10", 50c. No. 70, 2½", 20c; 3", 20c; 4", 25c; 5", 30c; 6", 35c; 7", 40c; 8", 50c; 10", 60c. No. 21, 25c; No. 51, 50c; No. 52, 75c; No. 53, \$1.00.  Machinista—  51 52 58
W. H. Stanley 8 Angle with Level, 50c.	Stanley       45       .75       1.00         SHOVELS—       Common Smooth Back       3.85
SAWS—Hand. Atkins Silver Steel: Size 18" 20" 22" 24" 26" 28"	Carters
No. 58 \$1.70 \$1.80 \$1.90 \$2.00 \$2.25 \$2.59 No. 54 1.45 1.55 1.65 1.75 1.85 2.99 No. 64 1.80 1.90 2.00 2.25 2.50 2.75 No. 65 1.70 1.80 1.90 2.00 2.25 2.55 2.59	Lots of ½ dozen or more, price open.  RPADES—Same Price as Shovels.  SIGHTS—Level: No. 1, \$1.00; No. 2, \$1.00.
No. 68 1.75 1.85 2.00 2.25 2.50 2.75 No. 69 1.75 1.85 2.00 2.25 2.50 2.75 No. 70 5 71 1.45 1.55 1.65 1.75 1.85 2.10 No. 400 2.85 3.00 3.25 3.50 4.00 4.59	SPOKESHAVES—Stanley:       Nos.     51     52     58     54     55     58     59     60     64     65     67       Price     40     40     50     .85     .85     .85     .50     .30     .60     1.70       Nos.     72     78     75     76     81     82     84     85
DISSTON HAND SAWS-	Price 1.00 1.00 1.20 1.20 1.85 1.50 1.40 1.50 Cutters, 10c each.
$\begin{array}{cccccccccccccccccccccccccccccccccccc$	SQUARES—Steel:       Nos.       14       10       12       3       1       100       200       0 100         Price       1.00       .75       1.00       1.25       1.50       1.00       1.75       8.00         Nicholls       Framing.         All Copper Plated, 50c extra:       Blued, 25c extra.         SQUARES—TRY:       4".       50c: 6".       65c: 8".       85c.       No.       2.       4½".
D-20 & 23 2.50 2.70 2.90 3.15 D-100 2.15 2.30 2.50 2.70 2.90 3.15 120 2.90 3.00 3.15 3.25 3.40 3.65 D-115 & 15 3.40 3.50 3.65 3.80 4.00 4.25	45c; 6". 60c; 7\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\
No. 4 No. 5 No. 8 No. 10	SQUARE & MITRE—Fox Figure 4, 75c. Staples:
16-in., \$1.95   16-in., \$1.60   16-in., \$1.80   16-in., \$1.10   18-in., 2.10   18-in., 1.75   18-in., 1.40   18-in., 1.25   20-in., 2.25   20-in., 1.95   20-in., 1.50   20-in., 1.25   22-in., 2.50   22-in., 2.10   22-in., 1.70   22-in., 1.56   24-in., 2.75   24-in., 2.25   24-in., 1.85   24-in., 1.60   26-in., 3.00   26-in., 2.00   26-in., 2.00   26-in., 1.75   28-in., 3.25   28-in., 2.75   28-in., 2.25   28-in., 2.00	15c a lb.; 2 lbs. 25c; 25 lbs. 10c per lb Vine 20c lb. STOCKS AND DIES—Armstrong No. 1, \$5.50; No. 2, \$6.50; No. 2½, \$8.00; No. 3, \$13.50. SQUARES—Stanley, No. 100, \$1.75; No. 100B, \$2; No. 100H, \$2; No. 1, \$1.50; No. 2, \$1.25; No. 3, \$1.25; No. 14, \$1; No. 14B, \$1.50; No. R100B, \$2.25; No. R100, \$2; No. 10, 75c; No. 12, 85c.
SAWS—Back:	
8" 10" 12" 14" 16" 18" Atkins \$1.25 \$1.50 \$1.60 \$1.75 \$2.00 \$2.75 Disston 1.05 1.35 1.50 1.65 1.80 2.00 Mitre Box 204 22-4 34-4 26-4 28-4 80-4	STONES—Carborundum: Combination, No. 107, \$1.25; No. 108, \$1.50; No. 109, \$1; No. 111, 75c; No. 112, 60c. Regular, No. 115, \$1.25; No. 116, \$1.25; No. 117, \$1.25; No. 119, \$1; No. 121, 75c; No. 122, 75c; No. 125, 65c;
Atkins \$2.85 \$2.50 \$2.75 \$8.00 \$8.25 \$4.00	No. 142, 50c; No. 148, 50c; No. 145; 30c; No. 146, 30c; No. 292, 85c.
Atkins .50 .50 .50 .60 .65 .70	Slips—Carborundum—No. 180, 60c; No. 181, 60c; No. 183, 50c; No. 184, 50c. India—Combination—No. 0, \$1.50; No. 1, \$1.50; No. 1½, \$1.25; No. 29, \$1. Regular, No. 1, \$1.25; No. 1½, \$1;
Nest Sets \$1.35. Pruning 64c. Handles 25c. Extra Blades—Keyhole, 20c. Compass, 30c. Atting Nest Sets with Matel Cutting Blades \$1.50	No. 29, 75c; Slips, No. 13, 50c; No. 14, 50c; No. 15. 50c; No. 22, 60c. Knife Handle—Coes, 60c, 85c, \$1, \$1.50, \$2, \$2.75, \$3.
Atkins Nest Sets with Metal Cutting Blades, \$1.50.  SAWS—Coping: Atkins No. 50, 75c. F. P. M., 75c. Wire Frame, 25c. Atkins and F. M. P. extra blades, 10c; 75c dozen. Wire Frame extra blades, 15c dozen.	TACKS—Wire, 1/6-1b. papers, 5c; 1/4-1b. papers, 10c. Cut, 1-oz., 10c paper, 90c doz.; 2-oz., 10c or 3 for 25c, 65c doz.; 3-oz., 10c or 3 for 25c, 50c doz.; 4-oz., 5c, 50c doz.; 6-oz., 1/4 lb., 10c each, 80c doz.; 8 and 10-oz., 10c each, 75c doz.; 12, 14, 16 and 18-oz., 10c each, 70c doz.

RETAIL SELLING	PRICE—Continued.
TACKLE BLOCKS—Wood, Common—Single, 3", 45c, double, 90c; 4", single 60c, double \$1.10; 5", single 65c, double \$1.20; 6", single 75c, double \$1.85; 7", single 90c, double \$1.60; 8", single \$1.20, double \$1.90; 9", single \$1.20, double \$1.20, double \$1.20; 9", single \$1.20, double \$1.20; \$1	Hy. Tee, 8-in. 6.50 dz. pr., 60c pr. Hy. Tee, 10-in. 7.55 dz. pr., 70c pr. Hy. Tee, 12-in. 8.65 dz. pr., 80c pr. LONG & D. HDLE. MANURE FORKS—
TACKLE BLOCKS—Wood, Common—Single, 3", 45c, double, 90c; 4", single 60c, double \$1.10; 5", single 65c, double \$1.20; 6", single 75c, double \$1.85; 7", single 90c, double \$1.60; 8", single \$1.20, double \$1.90; 9", single \$1.25, double \$2.30; 10", single \$1.85, double \$3; 12", single \$3, double \$2.30; 10", single \$1.85, double \$3; 12", single \$3, double \$5, patent, 8", single 75c, double \$1.55; 4", single 80c, double \$1.50; 5", single 85c, double \$1.65; 6", single \$1, double \$1.90; 7", single \$1.15, double \$2.25; 8", single \$1.50, double \$2.80; 9", single \$1.70, double \$3.35; 10", single \$2.35, double \$4: 12", single \$3.55, double \$6.20.	4-tine, \$1.00 ea. 5-tine, \$1.35 ea. 6-tine, \$1.50 ea.  GALVANIZED BUTTS—No. 804Z with Galvanized Screws: 2 x2
TAPES—STEEL:	5.50 dz. pr., .60 pr. 4 z4
Starrett, No. 512, 25-ft., \$3; 50-ft., \$3.75; 75-ft., \$4.50. No. 505, 25-ft., \$2.75; 50-ft., \$8.40; 75-ft., \$4.50; 100-ft., \$5.75. No. 510, 25-ft., \$8.25; 50-ft., \$8.50; 75-ft., \$5; 100-ft., \$6.50. Lufkin, 25-ft., \$8.25; 50-ft., \$8.75; 75-ft., \$5; 100-ft.,	5 25 11.00 ds. pr., 1.30 pr. 5 16.00 ds. pr., 1.30 pr. 1.
\$6.50.  Beliable, Jr., 25-ft., \$3.75; 50-ft., \$4.50.  Challenge, Jr., 25-ft., \$3; 50-ft., \$4.50; 75-ft., \$4.50.  TOOLS—Machinist's. Starrett. Tan per cent above list.	No. 30 25c. DINNER BUCKETS— Oblong, Nos. 110 111 112 Round, Nos. 140 240 Each \$1.80 \$1.85 \$1.50 \$1.45
MICROMETERS—Add 109* FLASTERING TOOLS— Darby, 50e. Float, 25c. Hawk, 75c. Det. Handle Hawk, \$1.00. Mitre Rods, 8c per inch. Small Tools, 50e	DOUBLE SAUCE PANS— No. 1, \$1.55 each; No. 10, \$2.10 each. WATER PITCHERS—
TROWELS—Brick: 10 11 19 18 14	No. 1, 85e; No. 2, \$1.00; No. 8, \$1.10; No. 4, \$1.80. DINNER PLATES— No. 19, 20e each; No. 20, 25e each.
Plantering Atkins Silver Steel, Nos. 4 & 5 2.00 2.00 2.00 Atkins No. 1 1.15 1.25 1.35 1.35 1.35	SAUCERS— No. 20, 15c each. EGG PANS— Nos. 00 10 20 30
Cincinnati         1.15         1.25         1.85         1.50           Disston         1.50         1.65         1.75         2.00           Marshalltowa         2.00         2.00         2.00         2.00           Richardson         1.15         1.25         1.85         1.50	Each 15c 15c 20c 25c  EASY BOLT CLIPPERS— Nos. 0 1 2 8
WHEELBARROWS—  No. 1 No. 2 No. 3 No. 4 No. 5 No. 6  Boys' Small Medium Large Ex.Lge Garden 3.50 4.00 4.50 5.00 6.00 7.00	Pair \$2.75 \$8.50 \$5.00 \$6.50 FAMILY GRIND STONES MOUNTED— 6-inch, \$1.50; 8-inch, \$1.75; 10-inch, \$2.25. WELL WHEELS—
Steel Tubular, \$6.50 each.  WRENCHES— 6" 8" 10" 12" 15"  Agricultural .85 .45 .55 .65 1.50 2.00 2.50 2.25	8-inch, 60e; 10-inch, 75c; 12-inch, 90c; 14-inch, \$1.15. PLANTERS' HOES WITH HANDLE— 8-in., 65e; 8½-in., 70e; 9-in., 75e; 9½-in., 85e; 10-in., 90e.
Knife Handle, Coes.60 .80 .90 .1.0 1.25 1.80 2.30 2.90 Pipe 6" 8" 10" 14" 18" 24" 36" 49" Stillson or Trimo .95 .80 .95 1.10 2.00 8.00 6.75 9.75	GERMAN HOES WITH HANDLE— 5 14" 6" 6 14" 7" 714" 8" Each 60c 65c 65c 70c 75c 85c GRAPE HOOKS WITH HANDLE—
COPPER RIVETS Copper Rivets & Burra Nes. 8 & 10, 90c lb.; 1/2 lb., 50c; 1/4 lb., 80c lb.	2-tine, 10-inch, \$1.00 each. VINEYARD HOR WITH HANDLE— 2-tine, 10-inch, \$1.25 each. ONE MAN'S X-OUT SAWS—
OOPPER NAILS—75c lb. Less than lb. lots, \$1.00 lb.  BRASS ESCUTCHEON PINS—  lb. % lb. % lb.	Champion Tooth—sell 65c per ft. Lance Tooth—sell 75c per ft. SNATHS—
%x14	\$1.25 each.  MILK CANS, BUHL'S RAII.ROAD PATTERN—  5-gal. 8-gal. 10-gal.  7-riumph 8.00 4.25
Tb. 34 lb. 34 lb. 15. 15. 34 lb. 34 l	Ohio         5-gal.         8-gal.         10-gal.           Tiger         2.60         \$8.00         \$8.25           Triumph         3.00          4.25
1b.	No. 0, 75c each; No. 2 Tin Fount, \$1.00 each. No. 2 Cold Blast Tin Fount, \$1.25 each; No. 2 Cold Blast Brass or Copper Fount, \$1.50.
No. 18	LOCKS, RIM KNOB Cast, 45c each; Steel, 65c each. STOVE BOARDS, PAPER LINED
828 ½ 1.40 ea. 840 2.00 ea. 828 ½ 1.50 ea. 850 2.25 ea. 848 ½ 1.75 ea. 850 2.25 ea. 853 ½ 2.00 ea. 853 ½ 2.00 ea. 848 4, 90c ea. 672 J, 25c ea.	24x24     26x26     26x280     28x28     28x28       Each     75c     90c     \$1.00     \$1.00     \$1.25       26x22     28x28     24x26     80x28     82x42       Each     \$1.25     \$1.85     \$1.50     \$2.50     \$8.00
8454, \$1.15 ca. 654 % J, 40c ca.  STRAP AND TEE HINGES WITH SCREWS— Lt. Strap	STOVE BOARDS, WOOD LINED— 24x24 26x26 28x28 28x88 80x80 88x88 86x86 Each 81.25 \$1.85 \$1.50 \$1.75 \$1.75 \$2.25 \$8.00
Lt. Strap	WHEEL BARROWS—Victor Steel, Tubular, No. 104, 7.00 each; No. 105, \$8.25 each. Pan American Steel Tray, \$5.85 each. Queen B. Stave Tray, \$3.50 each. Garden, No. 1, \$5.85; No. 2, \$5.50; No. 8, \$6.85.
Hy Strap 5" 2.15 ds. pr., .20 pr. Hy Strap 6" 2.80 ds. pr., .25 pr. Hy Strap 8" 4.25 ds. pr., .40 pr. Hy Strap 10" 5.75 ds. pr., .50 pr.	PIPE, WROUGHT IRON— —BLACK— —GALVANIZED— Under 100 to Size 100 to Under
Hy Strap 12" 8.65 ds. pr., .80 pr. Hy Strap 14" 10.60 ds. pr., .90 pr. Hy Strap .16" 18.00 ds. pr., 1.15 pr. Lt. Tee, 3-in \$1.08 ds. pr., 10c pr.	100 ft. 499 ft. inch 499 ft. 100 ft. \$ 4.50 \$ 4.00 \(\frac{1}{24}\) \$ 6.50 \$ 7.25 5.00 4.80 \(\frac{1}{24}\) 7.25 8.00
Lt. Tee, 4-in 1.50 ds pr., 15c pr.	5.25     4.75     %     7.75     8.50       6.50     6.00     %     8.00     9.00       8.00     7.25     %     10.00     11.00       12.00     10.75     1     15.00     16.50
Lt. Tee, 6-in. 2.15 dz. pr., 20c pr. Hy. Tee, 4-in. 2.15 dz. pr., 20c pr. Hy. Tee, 5-in. 3.25 dz. pr., 80c pr. Hy. Tee 5-in. 4.80 dz. pr., 40c pr.	16.00     14.50     1¼     20.25     22.50       19.50     17.50     1½     24.00     26.50       26.00     28.50     2     32.50     86.00

44.0	E1	STAIL SELLING	PRICE—Continued.	
Any of size shows quantities may be obther one dists or active sold as per above schedule.  **PULAPS**  **PULAPS**  **Dunglia Lift, Nos. 2	58.50 52.60 8 6(75.00 67.50 8½ 91.90.00 81.00 4 11.500 to 999 ft., 10% off 499 foot price;	8.00 74.00 8.00 105.00 8.00 124.50	No. 2 Yankee Bowls, each.       1         No. 3 Yankee Bowls, each.       1         No. 4 Yankee Bowls, each.       1         No. 5 Yankee Bowls, each.       1	1. <b>8</b> 0 1. <b>45</b> 1.60 1.80
Douglas Lift, Nos. 9	Any of the above quantities may be eith sorted sizes except on open price. W sold as per above schedule.		No. 7 Round Rossters or Dutch Ovens, each	1.90 2.30 2.55 8.00
Myers   Suction and Porce, Nos.   21.00   21	Douglas Lift, Nos. 2 8 4 Each 98.50 94.00 94.50 Pitcher, Nos. 2 8 Each 98.50 94.00 94.50 Hoosier Suction and Force, Nos. 2	\$6.25 \$8.75	No. 12 Round Rossters or Dutch Ovens, each	4.20 5.00 50e 55e
Advance Section and Porce, Nos.   1215   1216   1	Myers' Suction and Force, Nos.	Plain Hand Holo 215 215 % \$15.00 \$16.00	No. 9 Handled Griddles, each	70e 90e 1.00
No. 2   Partial Bottom Review and Bottoms   1.50	Each	1315 1315½ 315.00 316.00 Plain Hand Hole	No. 9 Long Griddles, each	1.55 2.30 8.20
Single   S	Each Well Borers 10% the above prices on Pi	\$18.00 \$14.00	No. 7 Regular Kettles, Round Bottoms, each	1.60 1.75 <b>3.2</b> 0 1.45
## STOYES—Perfection Cook and Heaters. No. 31 #715 sach; No. 32, \$11.25 sach; No. 32, \$11.20 sach; No. 37, \$41.75 sach; No. 50, \$61.75	5-in., 70c each; 6-in., 80c each. BLODGETT'S PERFECT CLOTHES LINE	PULLEYS AND	No. 7 Flat Bottom Kettles, each	1.60 1.80 <b>2.2</b> 5
No. 2   1.00	2-in. small, 10c each; 8 %-in. med. pln., med. ball bearing, 35c each; 6-in. la 65c each, \$1.25 per pair; 6-in. large, pla	rge, ball bearing, in, 45c each.	No. 12 Flat Bottom Kettles, each	B.60 B.50 2.85 B.80
STOVES—Perfection Coht and Heaters   No. 31, \$15.00   No. 23, \$13.15 each; No. 32, \$13.25 each; No. 61, \$3.75 each; No. 52, \$13.25 each; No. 61, \$3.75 each; No. 50, \$4.75 each; No. 50,	No. 6 Waffle Irons \$1.00. No. 7 Waffle Irons 1.20. No. 8 Waffle Irons 1.40. No. 9 Waffle Irons 1.75.		No. 4 Oval Roasters, each       2         No. 5 Oval Roasters, each       2         No. 6 Oval Roasters, each       3         No. 7 Oval Roasters, each       8	B.70 B.95 B.10
## 83.75 cach; No. 62, \$1.75 cach; No. 520, \$4.75 cach; No. 520, \$4.75 cach; No. 600, \$6.75 cach; No. 600, \$6.75 cach; No. 600, \$6.75 cach; No. 600, \$6.75 cach; No. 24, \$19.25 cach; No. 22, \$11.25 cach; No. 24, \$19.25 cach; No. 25, \$11.20 cach; No. 27, \$41.75 cach.  ### SETTING UP HEATING STOVES (WOOD OR OOAL)— Over \$6.50 no charge; under \$6.50 min. charge \$50c.  ### For Haating Stoves, 15c cach; for Cook stoves, 30c cach.  ### CALV. WATEE BUKEES  ### Odarts 40c cach 16 quarts 7.5 cach 10 quarts 40c cach 16 quarts 7.5 cach 11 quarts 60c cach 16 quarts 7.5 cach 12 quarts 60c cach 16 quarts 7.5 cach 13 quarts 60c cach 16 quarts 7.5 cach 14 quarts 60c cach 16 quarts 7.5 cach No. 1 \$9.50 cach No. 16 \$.60 cach No. 1 \$9.50 cach No. 16 \$.60 cach No. 2 \$1.50 cach No. 1 \$1.50 cach No. 2 \$1.50 cach No. 3 \$1.50 cach No. 1 \$1.50 cach No. 1 \$1.50 cach No. 2 \$1.50 cach No. 3 \$1.50 cach No. 1 \$1.50 cach No. 1 \$1.50 cach No. 1 \$1.50 cach No. 1 \$1.50 cach No. 2 \$1.50 cach No. 3 \$1.50 cach No. 3 \$1.50 cach No. 1 \$1.50 cach No. 1 \$1.50 cach No. 1 \$1.50 cach No. 2 \$1.50 cach No. 3 \$1.50 cach No. 1 \$1.50 cach No. 1 \$1.50 cach No. 1 \$1.50 cach No. 2 \$1.50 cach No. 3 \$1.50 cac	STOVES—Perfection Cook and Heaters. No. 31, \$7.15 each: No. 32, \$11.25 each	1: No. 38. \$15.00	OVAL FOOT BATHS— Nos. 0 1 2 8	4
No. 22, \$11.155 each; No. 24, \$19.25 each; No. 23, \$15.00 each; No. 27, \$41.175 each; No	each; No. 34, \$19.25 each; No. 37, \$41 \$3.75 each; No. 62, \$7.55 each; No. No. 560, \$6.75 each; No. 660, Blue, 260, Blue, White & Gold, \$7.75 each.	1.75 each; No. 61, 520, \$4.75 each; \$8.00 each; No.	WASH BOWLS— Nos. 26 28 30 82 84 3	86
Over \$6.50 no charge; under \$6.50 min charge 50c. Flat Hd Brt. Screws sell 66 9.9% off list gross lots.   Rack   \$.96 \$1.05 \$1.05 \$1.15 \$1.05 \$2.15 \$1.05 \$2.15 \$1.05 \$2.15 \$1.05 \$2.15 \$1.05 \$2.15 \$1.05 \$2.15 \$1.05 \$2.15 \$1.05 \$2.15 \$1.05 \$2.15 \$1.05 \$2.15 \$1.05 \$2.15 \$1.05 \$2.15 \$1.05 \$2.15 \$1.05 \$2.15 \$1.05 \$2.15 \$1.05 \$2.15 \$1.05 \$2.15 \$1.05 \$2.15 \$2.15 \$2.05 \$2.15 \$2.15	STOVES-Puritan Oil Cook.			**
For Heating Stoves, 15c each; for Cook stoves, 20c each.  GALV. WATER BUCKETS  8 quarts 8 do each 12 quarts 8 do each 13 quarts 9 do each 14 quarts 9 do each 16 quarts 9 do each 16 quarts 10 de each 18 quarts 10 de each 10 de each 10 quarts 10	No. 22. \$11.25 each: No. 24. \$19.25 each	; No. 28, \$15.00	Each 70e 75e 80e 85e \$1.00 \$1.10 \$1.25 \$1	
13 quarts	No. 22, \$11.25 each; No. 24, \$19.25 each each; No. 27, \$41.75 each.  SETTING UP HEATING STOVES (WOOD Over \$5.50 no charge; under \$6.50 min. Flat Hd. Brt. Screws sell 66 2-2% off lis	OR COAL)— charge 50c.	Each 70c 75c 80c 85c \$1.00 \$1.10 \$1.25 \$1 COFFEE BOILERS— Nos. 60 70 80 90 10 Each \$ .95 \$1.05 \$1.25 \$1.60 \$2 Nos. 601 701 801 901 10	00 3.15
GALV   TUBS   GALV   COAL   HODS   No. 0   \$ .95 each   No. 15   \$ .60 each   No. 1   1.15 each   No. 16   7.0 each   No. 2   1.30 each   No. 17   7.5 each   No. 3   1.50 each   No. 18   8.50 each   No. 18   8.50 each   No. 18   8.50 each   No. 20   1.10 each   Squarts   \$ .60 each   1 quart   \$ .85 each   \$ .80   \$ .85   \$ .105   \$ .105   \$ .105   \$ .250   \$	No. 22, \$11.25 each; No. 24, \$19.25 each each; No. 27, \$41.75 each.  SETTING UP HEATING STOVES (WOOD Over \$6.50 no charge; under \$6.50 min. Flat Hd. Brt. Screws sell 66 3-3% off lis PERFECTION OIL STOVE WIOKS—For Heating Stoves, 15c each; for Cook at GALV. WATER BUOKETS GALV.	OR COAL)— charge 50c. t gross lots. toves, 30c each. BTOOK BUCKETS	Each 70c 75e 80c 85c \$1.00 \$1.10 \$1.25 \$1  COFFEE BOILERS—  Nos. 60 70 80 90 10  Each \$ .95 \$1.05 \$1.25 \$1.60 \$2  Nos. 601 701 801 901 10  Each \$ .105 \$1.15 \$1.40 \$1.70 \$2  MILK OR RIOE BOILERS—  Nos. 14 16 18 20 32 34 26	00 8.15 001 8.35
GALV. SPRINKLERS 4 quarts \$ .60 each 1 quart \$ .85 each 6 quarts \$ .60 each 1 quart \$ .85 each 8 .80 \$ .85 \$ .40 \$ .45 \$ .50 \$ .60 \$ .70 each 2 quarts .70 each 2 quarts .40 each 8 quarts .40 each 10 quarts .95 each 2 quarts .50 each 12 quarts .50 each 12 quarts .10 each 8 quarts .75 each 10 quarts .90 each 12 quarts .10 each 12 quarts .10 each 12 quarts .10 each 10 quarts .90 each 12 quarts .100 each 12 quarts .100 each 12 quarts .100 each 12 quarts .100 each 13 quarts .100 each 14 quarts .100 each 15	No. 22, \$11.25 each; No. 24, \$19.25 each each; No. 27, \$41.75 each.  SETTING UP HEATING STOVES (WOOD Over \$6.50 no charge; under \$6.50 min. Flat Hd. Brt. Screws sell 66 3-3% off lis  PERFECTION OIL STOVE WIOKS— For Heating Stoves, 15c each; for Cook at GALV. WATER BUOKETS 8 quarts 45c each 13 quarts 10 quarts 40c each 14 quarts 12 quarts 45c each 16 quarts 14 quarts 50c each 18 quarts	OR COAL)—charge 50c. t gross lots.  coves, 30c each. STOOK BUCKETS  5.65 each .70 each .75 each .90 each	Each 70c 75c 80c 85c \$1.00 \$1.10 \$1.25 \$1  COFFEE BOILERS—  Nos. 60 70 80 90 10  Each \$.95 \$1.05 \$1.25 \$1.60 \$2  Nos. 601 701 801 901 10  Each \$1.05 \$1.15 \$1.40 \$1.70 \$2  MILK OR RICE BOILERS—  Nos. 14 16 18 20 22 34 26  Each \$.80 \$.85 \$1.00 \$1.10 \$1.25 \$1.45 \$1  Nos. 28 86 141 161 181 201 32  Nos. 28 86 141 161 181 201 32  Each \$2.10 \$2.50 \$.85 \$.90 \$1.10 \$1.20 \$1  Nos. 241 261 281 361 55 58 58	00 8.15 901 8.25 6 1.65 21 1.40
The state   1.85 each   1.85	No. 22, \$11.25 each; No. 24, \$19.25 each each; No. 27, \$41.75 each.  SETTING UP HEATING STOVES (WOOD Over \$6.50 no charge; under \$6.50 min. Flat Hd. Brt. Screws sell 66 3-3% off lis  PERFECTION OIL STOVE WIOKS— For Heating Stoves, 15c each; for Cook at GALV. WATER BUOKETS 8 quarts 85c each 12 quarts 10 quarts 40c each 14 quarts 12 quarts 45c each 15 quarts 14 quarts 50c each 15 quarts 16 quarts 60c each 30 quarts 16 quarts 60c each 30 quarts 17 quarts 18 quarts 18 quarts 19 quarts 19 quarts 10 quarts 19 quarts 10 quarts	OR OOAL)— charge 50c. t gross lots.  boves, 20c each. BTOOK BUCKETS \$ .65 each .70 each .70 each .90 each 1.00 each OOAL HODS \$ .60 each .70 each .70 each .75 each	Each 70c 75c 80c 85c \$1.00 \$1.10 \$1.25 \$1  COFFEE BOILERS—  Nos. 60 70 80 90 10  Each \$.95 \$1.05 \$1.35 \$1.60 \$2  Nos. 601 701 801 901 10  Each \$1.05 \$1.15 \$1.40 \$1.70 \$2  MILK OR RICE BOILERS—  Nos. 14 16 18 20 22 24 20  Each \$.80 \$.85 \$1.00 \$1.10 \$1.25 \$1.45 \$1  Nos. 28 86 141 161 181 201 21  Nos. 28 86 141 161 181 201 21  Nos. 28 86 141 161 181 201 21  Nos. 28 16 141 161 181 201 21  Nos. 58 180 \$1.80 \$1.80 \$1.00 \$1.10 \$1.20 \$1  Nos. 58 180 \$1.80 \$1.80 \$1.80 \$1.80 \$1.80 \$1  Each \$1.05 \$1.15 \$1.25 \$1.65 \$2.10 \$1  Nos. 58 58\frac{1}{2} 55 58 58\frac{1}{2} 55 58 58 58 58 58 58 58 58 58 58 58 58	00 8.15 901 8.25 6 8.65 8.40 8.40 8.40 8.100 8.100
No. 5 Regular Skillets, each	No. 22, \$11.25 each; No. 24, \$19.25 each each; No. 27, \$41.75 each.  SETTING UP HEATING STOVES (WOOD Over \$6.50 no charge; under \$6.50 min. Flat Hd. Brt. Screws sell 66 3-3% off lis  PERFECTION OIL STOVE WIOKS— For Heating Stoves, 15c each; for Cook at the sell of the s	OR OOAL)— charge 50c. t gross lots.  EVOCK BUCKETS \$ .65 each .75 each .90 each 1.00 each .76 each .70 each .70 each .70 each .10 each .70 each .75 each .80 each 1.10 each SPRINKLERS \$ .85 each .40 each .50 each .50 each	Each 70c 75c 80c 85c \$1.00 \$1.10 \$1.25 \$1  COFFEE BOILERS—  Nos. 60 70 80 90 10  Each \$.95 \$1.05 \$1.35 \$1.60 \$3  Nos. 50 \$1.10 \$1.10 \$1.25 \$1.60 \$3  MILK OR RICE BOILERS—  Nos. 14 16 18 20 22 24 20  Rach \$.00 \$1.80 \$1.10 \$1.25 \$1.40 \$1.70 \$3  Nos. 28 36 141 161 181 301 301  Nos. 28 36 141 161 181 301 301  Nos. 341 261 361 52 \$1.20 \$1.20 \$1.20 \$1  Each \$1.60 \$1.80 \$3.30 \$3.20 \$2.70 \$.90 \$1  Nos. 58 58 58 5 5 5 5 5 5 5 5 5  Nos. 521 5 51.15 \$1.20 \$1.25 \$1.40 \$1.80 \$3  COVERED BUCKETS—  Nos. 19 21 21½ 22 38 24 \$2  Each \$.80 \$.35 \$1.00 \$1.10 \$1.35 \$1.40 \$1.80 \$3  COVERED BUCKETS—  Nos. 19 21 21½ 23 38 24 \$2  Each \$.80 \$.35 \$.40 \$.45 \$.50 \$.60 \$3  Nos. 28 30 \$2 150 250 \$55 \$1  Each \$.85 \$1.05 \$1.20 \$.45 \$.50 \$.55 \$1  Nos. 28 30 \$2 150 250 350 \$55 \$1  Nos. 28 30 \$2 150 250 350 \$55 \$1  Nos. 28 30 \$2 150 250 350 \$55 \$1  Nos. 28 80 \$2 150 250 350 \$55 \$1  Nos. 28 80 \$2 150 250 350 \$55 \$1  Nos. 28 80 \$2 150 250 350 \$55 \$1  Nos. 28 80 \$2 150 250 350 \$55 \$1  Nos. 28 80 \$2 150 250 350 \$55 \$1  Nos. 28 80 \$2 150 250 350 \$55 \$1  Nos. 28 80 \$2 150 250 350 \$55 \$1  Nos. 28 80 \$2 150 250 350 \$55 \$1  Nos. 28 80 \$2 150 250 350 \$55 \$1  Nos. 28 80 \$2 150 250 350 \$55 \$1  Nos. 28 80 \$2 150 250 350 \$55 \$1  Nos. 28 80 \$2 150 250 350 \$55 \$1  Nos. 28 80 \$2 150 250 350 \$55 \$1  Nos. 28 80 \$2 150 250 350 \$55 \$1  Nos. 25 \$1.05 \$1.20 \$1.25 \$1.40 \$1.55	1.85 00 1.15 001 1.25 6 1.65 21 1.00 81 1.00 81 1.00 81 1.00 81 1.00
No. 8 Regular Skillets, each	No. 22, \$11.25 each; No. 24, \$19.25 each each; No. 27, \$41.75 each.  SETTING UP HEATING STOVES (WOOD Over \$6.50 no charge; under \$6.50 min. Flat Hd. Brt. Screws sell 66 3-8% off lis PERFECTION OIL STOVE WIOKS—  FOR Heating Stoves, 15c each; for Cook at the cook of the c	OR OOAL)— charge 50c. t gross lots.  20c each. 27COK BUCKETS	Each 70c 75c 80c 85c \$1.00 \$1.10 \$1.25 \$1  COFFEE BOILERS—  Nos. 60 70 80 90 10  Each \$.95 \$1.05 \$1.35 \$1.60 \$2  Nos. 601 701 801 901 10  Each \$1.05 \$1.15 \$1.40 \$1.70 \$2  MILK OR RICE BOILERS—  Nos. 14 16 18 20 22 24 26  Each \$.80 \$.85 \$1.00 \$1.10 \$1.25 \$1.45 \$1  Nos. 28 86 141 161 181 201 21  Each \$2.10 \$2.50 \$.85 \$.90 \$1.10 \$1.25 \$1.45 \$1  Nos. 28 16 141 161 181 201 21  Each \$1.00 \$1.80 \$1.80 \$2  Each \$1.00 \$1.80 \$2  Each \$1.00 \$1.80 \$2  Each \$1.00 \$1.10 \$1.25 \$1.45 \$1  Each \$1.00 \$1.10 \$1.25 \$1.40 \$1.20 \$1  Each \$1.05 \$1.15 \$1.25 \$1.60 \$2  COVERED BUCKETS—  Nos. 19 21 21½ 23 \$2  Each \$1.05 \$1.10 \$1.25 \$1.40 \$1.80 \$2  COVERED BUCKETS—  Nos. 28 80 3.25 \$.40 \$1.25 \$1.40 \$1.80 \$2  Nos. 28 80 \$2 150 250 850 \$1.00 \$1.00 \$1.00 \$1  Each \$.85 \$1.05 \$1.20 \$1.20 \$1.50 \$2  Nos. 650 850 1050 1250 1501 21  Each \$.85 \$1.05 \$1.20 \$1.25 \$1.40 \$1.55 \$1.00 \$1  Nos. 38501 4501 6801 8501 10501 124  Each \$.85 \$1.05 \$1.20 \$1.25 \$1.40 \$1.55 \$1.00 \$1  Each \$.85 \$1.05 \$1.20 \$1.25 \$1.40 \$1.55 \$1.00 \$1  Each \$.85 \$1.05 \$1.20 \$1.25 \$1.40 \$1.55 \$1.00 \$1  Each \$1.05 \$1.20 \$1.25 \$1.40 \$1.55 \$1.40 \$1.55 \$1.00 \$1  Each \$1.05 \$1.20 \$1.25 \$1.40 \$1.55 \$1.40 \$1.55 \$1.00 \$1  Each \$1.05 \$1.20 \$1.25 \$1.40 \$1.55 \$1.40 \$1.55 \$1.00 \$1  Each \$1.05 \$1.20 \$1.25 \$1.40 \$1.55 \$1.40 \$1.55 \$1.00 \$1  Each \$1.05 \$1.20 \$1.25 \$1.40 \$1.55 \$1.40 \$1.55 \$1.00 \$1  Each \$1.05 \$1.20 \$1.20 \$1.45 \$1  Each \$1.05 \$1.20 \$1.20 \$1  Each \$1.05 \$1.20 \$1.20 \$1  Eac	000 8.15 901 8.25 66 81.65 81 8.25 8.40 8.25 8.25 8.36 8.36 8.36 8.36 8.36 8.36 8.36 8.36
No. 8 Extra Deep Skillets, each. \$1.20 No. 9 Extra Deep Skillets, each. \$1.35 No. 10 Extra Deep Skillets, each. \$1.60 4 quart Maslin Kettles, each. \$1.60 8 quart Maslin Kettles, each. \$1.60 8 quart Maslin Kettles, each. \$1.70 12 quart Maslin Kettles, each. \$1.70 Nos. \$2 dot4 \$5 5½ 6 6½ 7 7½ Nos. \$8 8½ 9 9½ 10 11 11½ Nos. \$8 8½ 9 9½ 10 11 11½ Nos. \$2 dot6 Bowls, each. \$1.20 Nos. \$2 dot6 Bowls, each. \$2 dot6 Bowls, each	No. 22, \$11.25 each; No. 24, \$19.25 each each; No. 27, \$41.75 each.  SETTING UP HEATING STOVES (WOOD Over \$6.50 no charge; under \$6.50 min. Flat Hd. Brt. Screws sell 66 3-8% off lis PERFECTION OIL STOVE WIOKS—  FOR Heating Stoves, 15c each; for Cook at the cook of the c	OR OOAL)— charge 50c. t gross lots.  boves, 20c each.  BTOOK BUOKETS  \$ .65 each .70 each .80 each .1.10 each  SPRINKLERS .\$ .85 each .\$ .80 each .\$ .90 each	Each 70c 75c 80c 85c \$1.00 \$1.10 \$1.25 \$1  COFFEE BOILERS—  Nos. 60 70 80 90 10  Each \$.95 \$1.05 \$1.35 \$1.60 \$2  Nos. 601 701 801 901 10  Each \$1.05 \$1.15 \$1.40 \$1.70 \$2  MILK OR RICE BOILERS—  Nos. 14 16 18 20 22 24 26  Each \$.80 \$.85 \$1.00 \$1.10 \$1.25 \$1.45 \$1  Nos. 28 36 141 161 181 201 32  Nos. 28 36 141 161 181 201 32  Each \$1.00 \$1.80 \$1.80 \$1.00 \$1.10 \$1.25 \$1.45 \$1  Nos. 28 36 141 561 52 \$1.5 \$1.20 \$1  Nos. 58 58 5 90 \$1.10 \$1.50 \$1.20 \$1  Nos. 58 58 5 90 \$1.10 \$1.50 \$1.20 \$1  Each \$1.00 \$1.10 \$1.25 \$1.40 \$1.30 \$1  Each \$1.05 \$1.15 \$1.25 \$1.65 \$2.10 \$1  Nos. 521 4 581 581 4 561 581  Each \$1.05 \$1.10 \$1.25 \$1.40 \$1.80 \$2  COVERED BUCKETS—  Nos. 19 21 214 29 38 24 \$1  Each \$.80 \$.35 \$.40 \$.45 \$.50 \$.60 \$1  Nos. 28 30 32 150 250 350 \$1  Each \$.85 \$1.05 \$1.20 \$1.25 \$1.40 \$1.80 \$2  Nos. 650 850 1050 1250 1501 21  Each \$.85 \$1.05 \$1.25 \$1.40 \$.55 \$1  Nos. 3501 4501 6501 8501 10501 124  Each \$.85 \$1.05 \$1.25 \$1.40 \$1.55 \$1  Nos. 3501 4501 6501 8501 10501 124  Each \$.85 \$1.05 \$1.25 \$1.40 \$1.55 \$1  Nos. 3501 4501 6501 8501 10501 124  Each \$.85 \$1.05 \$1.25 \$1.40 \$1.55 \$1  Nos. 3501 4501 6501 8501 10501 124  Each \$.70 \$.80 \$1.00 \$1.30 \$1.45 \$1  CHAMBERS—  Nos. 45c 55c 65c  CHAMBER COVERS—  Nos. 58 58 58 58 58 58 58 58 58 58 58 58 58	1.85 00 1.15 001 1.25 6 1.65 1.40 1.40 1.52 1.40 1.52 1.40 1.52 1.65
6 quart Maslin Kettles, each	No. 22, \$11.25 each; No. 24, \$19.25 each each; No. 27, \$41.75 each.  SETTING UP HEATING STOVES (WOOD Over \$6.50 no charge; under \$6.50 min. Flat Hd. Brt. Screws sell 66 3-3% off lis PERFECTION OIL STOVE WIOKS—For Heating Stoves, 15c each; for Cook stored to the stored	OR OOAL)— charge 50c. t gross lots.  toves, 30c each.  \$TOOK BUCKETS \$ .65 each .70 each .70 each .70 each .70 each .70 each .100 each .110 each .80 each 1.10 each .80 each	Each 70c 75c 80c 85c \$1.00 \$1.10 \$1.25 \$1  COFFEE BOILERS—  Nos. 60 70 80 90 10  Each \$.95 \$1.05 \$1.35 \$1.60 \$2  Nos. 601 701 801 901 10  Each \$1.05 \$1.15 \$1.40 \$1.70 \$2  MILK OR RICE BOILERS—  Nos. 18 16 18 20 22 24 26  Rach \$.80 \$.85 \$1.00 \$1.10 \$1.25 \$1.45 \$1  Nos. 28 36 141 161 181 201 201  Nos. 28 36 141 161 181 201 201  Nos. 241 261 261 361 52 51  Nos. 341 261 361 52 51  Nos. 58 53 5 90 \$1.10 \$1.20 \$1.20 \$1  Nos. 58 58 5 90 \$2.70 \$90 \$1  Nos. 58 58 5 95 \$1.05 \$1.05 \$1.05 \$1.05 \$1  Each \$1.05 \$1.15 \$1.25 \$1.45 \$1  Nos. 58 58 5 90 \$2.70 \$90 \$1  Each \$1.05 \$1.10 \$1.25 \$1.40 \$1.20 \$1  Each \$1.05 \$1.10 \$1.25 \$1.40 \$1.80 \$2  COVERED BUCKETS—  Nos. 19 21 21½ 22 28 24 24  Each \$.80 \$.85 \$1.05 \$1.10 \$1.25 \$1.40 \$1.80 \$2  COVERED BUCKETS—  Nos. 28 30 82 150 250 850 850 850 850 850 850 850 850 850 8	1.85 00 1.15 001 1.25 6 1.65 1.40 1.40 1.52 1.40 1.52 1.40 1.52 1.65
	No. 22, \$11.25 each; No. 24, \$19.25 each each; No. 27, \$41.75 each.  SETTING UP HEATING STOVES (WOOD Over \$6.50 ne charge; under \$6.50 min. Flat Hd. Brt. Screws sell 66 3-3% off lis PERFECTION OIL STOVE WIOKS—For Heating Stoves, 15c each; for Cook stored to the stored	OR OOAL)— charge 50c. t gross lots.   LOVES, 20c each.  27OOK BUCKETS \$ .65 each .70 each .70 each .70 each .70 each .70 each .70 each .10 each .80 each .110 each SPRINKLERS \$ .35 each .8 .45 each .8 .50 each .8 .75 each .8 .90 each .8 .90 each .8 .90 each .8 .90 each .8 .100 each .8 .90 each .8 .90 each	Each 70c 75c 80c 85c \$1.00 \$1.10 \$1.25 \$1  COFFEE BOILERS—  Nos. 60 70 80 90 10  Each \$.95 \$1.05 \$1.35 \$1.60 \$2  Nos. 60 701 801 901 10  Each \$1.05 \$1.15 \$1.40 \$1.70 \$2  MILK OR RICE BOILERS—  Nos. 14 16 18 20 22 24 26  Each \$2.10 \$2.50 \$1.85 \$1.00 \$1.10 \$1.25 \$1.45 \$1  Nos. 28 36 141 161 181 301 32  Nos. 28 36 141 161 181 301 32  Nos. 341 261 361 52 \$1.20 \$1.20 \$1.20 \$1  Nos. 58 58 5 30 \$2.30 \$2.70 \$9.90 \$1  Nos. 58 58 58 5 5 5 5 5 5 5 5 5 5 5 5 5 5 5	1.85 00 3.15 3.15 3.15 3.16 3.

RETAIL SELLIN	PRICE—Continued.
DRINKING CUPS— Nos. 08 09 010 8 9 10 11	SQUARE STOVE PANS— Nos. 110 111 112 118 114 115 116 118
Each 15c 15c 15c 15c 20c 20c	Each 55c 60c 65c 70c 85c 95c \$1.10 \$1.55
PIECED OUPS— No. 20, 15c; No. 25, 20c; No. 40, 80c.	OBLONG STOVE PANS— Nos. 100 200 800 825 850 400
STRAIGHT CUPS—	Each 40c 45c 55c 65c 70c 75c Nos. 425 450 475 500 550
No. 0, 20c; No. 6, 25c; No. 120, 85c. MINERS' CUPS—	Each \$ .85 \$ .90 \$1.00 \$1.10 \$1.20
No. 50, 850 each.	DISH PANS— Nos. 80 100 140 170 210 800 400
MEASURING CUPS— No. 10, 20c each.	Each 75c 85c \$1.00 \$1.10 \$1.80 \$1.95 \$2.90
CUSPIDORS—	OVAL DISH PANS— No. 15, \$1.25; No. 18, \$1.45; No. 22, \$1.65.
No. 10, 40c; No. 20, 45c; No. 80, 55c each. FLARING DIPPERS—	RINSING PANS— Nos. 08 010 012 014 017
No. 161, 25e; No. 151, 25e each.	Each \$ .70 \$ .75 \$ .85 \$ .90 \$1.10
WINDSOR DIPPERS— No. 100, 25c; No. 110, 80e; No. 112, 85c; No. 114, 85c.	LIPPED FRY PANS— Nos. 80 81 82 88 84 85 86
SUDS DIPPERS—	Each 25c 80c 85c 40c 45c 50c 55c MUFFIN PANS—
No. 2, 35c; No. 4, 45c each. WALL SOAP DISHES-	Nos. 406 408 409 412
No. 60, 80c; No. 060, 25c.	Each 40c 50c 55e 65e CORN CAKE PANS
No. 7, 45c; No. 40, 85c each.	Nos. 706 708 709 718
OOFFEE FLASKS— No. 10, 45c each.	COMBINATION DOUBLE SAUCE PANS-
FRUIT JAR FILLERS-	No. 1, \$1.25; No. 11, \$1.45. COMBINATION TRIPLE SAUCE PANS—
No. 20, 20c each. PIECED FUNNELS—	No. 10, \$1.90; No. 101, \$2.10.
Nos. 01 09 08 04 05 06	MILK PANS— Nos. 00 0 11 15 20 80 40 50 60 80 100 120
Each 25c 80c 85c 40c 45c 55c BED PANS—	Each 55c 17c 20c 28c 25c 80c 85c 40c 45c 50c 60c 70c
No. 1, \$2.50; No. 2, \$1.65 each. GRADUATED MEASURES—	STRAIGHT SAUCE PANS— Nos. 250 850 450 650
No. 11, 45c; No. 011, 40c each.	Each 50e 55e 70e 85e LIPPED SAUCE PANS—
BERLIN KETTLES— Nos. 02 08 04 05 06 08 010 012	Nos. 9 10 12 14 16 18 20 22 24 26 28 29 Each 23c 25c 27c 29c 80c 85c 40c 45c 50c 55c 65c 75c
Each 45c 55c 65c 70c 75c 95c \$1.15 \$1.35 Nos. 021 081 041 051 061 081 0101 0121	PUDDING PANS—
Each 55e 65e 75e 85e 95e \$1.15 \$1.80 \$1.58	Nos. 50 100 150 200 200 Each 20c 28c 25c 80c 28c
CONVEX KETTLES— Nos. 212 214 216 218 220 221	Nos. 400 500 600 800 1000 Each 85e 40e 45e 55e
Each \$ .95 \$1.10 \$1.25 \$1.45 \$1.65 \$3.10 Nos. 2121 2141 2161 2181 2201 2221	DEEP STEW PANS-
Each \$1.95 \$1.20 \$1.45 \$1.65 \$1.85 \$2.80 MILK KETTLES	Nos. 14 16 18 20 22 Each 30c 83c 85c 40c 45c
Nos. 70 71 72 78 74 76 81 82	BERLIN SAUCE PANS AND POTS Nos. 02 08 04 05 06 08 010 012
Nos. 88 84 86 51 59 58 54 56	Each 45c 55c 65c 70c 75c 95c \$1.15 \$1.85
Each 65c 85c 90c 60c 75c 90c \$1.10 \$1.80 LIPPED PRESERVING KETTLES—	Nos. 021 081 041 051 061 081 0101 0121 Each 55e 65e 7 e 85e 95e \$1.15 \$1.80 \$1.55
Nos. 14 16 18 20 22 24 26 28 Each 80c 85c 40c 45c 50c 55c 60c 65	PIE PLATES Nos. 27 28 29 80 81 89 40 41
Nos. 80 82 84 86 40 50 Each \$ .80 \$ .90 \$1.00 \$1.10 \$1.65 \$2.50	Each 150 20c 28c 25c 80c 25c 27c 80e
TEA KETTLES—	V LEBANON PIE PLATES— No. 47, 20c: No. 48, 28c; No. 49, 25c; No. 50, 80c.
Nos. 20 80 40 50 60 70 Each 65c 70c 75c 85c 75c \$1.0	COFFEE POTS
Nos. 80 90 070 080 090 Each \$1.20 \$1.45 \$1.65 \$1.90 \$2.1	Each 40c 45c 50c 55c 65c 70c 75c 85c
ROYAL TEA KETTLES-	Each 45c 50c 55c 15e 70c 75c 85e 95c
Each \$1.10 \$1.90 \$1.40 \$1.6	NOS. 00 01 0 10 20 80 80 80
DEEP LADLES 90 100 110 120 91 101 111 12	Each 45c 50c 55c 60c 65c 75c 80c 90c Nos. 001 011 01 1/2 101 201 201 401 501
Each 20c 20c 25c 80c 20c 25c 25c 80 STANDARD MEASURES—	Each 50c 55c 60c 65c 75c 85c 90c \$1.00
Nos. 01 02 08 04 05 06	COVERED STOVE POTS— Nos. 706 707 708 709
Each 25c 30c 35c 45c 55c 80 JELLY MOULDS—	Nos. 7061 7071 7081 7091
No. 080, 25c each.	Each \$1.25 \$1.45 \$1.90 \$2.80 STEAMERS—
CHAMBER PAILS—           Nos.         1         2         8         4         25         80	No. 7, \$1.00; No. 8, \$1.15; No. 9, \$1.25.
Each \$1.15 \$1.35 \$1.45 \$1.65 \$1.80 \$1.9 WATER PAILS—	Nos. 212 218 224 286
No. 110, 95c; No. 112, \$1.10; No. 114, \$1.25; No. 116, \$1.55	Pack 99.75 95.00 98.05 97.50
BREAD PANS— No. 11, 80e; No. 12, 40e; No. 18, 45e.	Each \$7.50 \$10.00 \$12.50 \$15.00
OBLONG PANS—	MOLASSES PITOHER— No. 601, 50c.
No. 08, 80c; No. 04, 85c; No. 01, 25c; No. 02, 80c. SPONGE CAKE PANS—	BREAD RAISERS— Nos. 10 14 17 21
No. 200, 80c each.	Each \$1.45 \$1.70 \$1.95 \$3.15 Nos. 101 141 171 311
SQUARE JELLY CAKE PANS— No. 99, 25c; No. 100, 80c; No. 90, 80c.	Each \$1.70 \$1.85 \$3.80 \$2.70
MOUNTAIN CAKE PANS— No. 78, 25c; No. 79, 80c; No. 80, 80c.	TEA STEEPERS No. 3, 49c; No. 3, 45c each.
JELLY CAKE PANS— Nos. 8 9 10 68 69 7	GROCER'S SCOOPS— Nos. 2 8 4 5 20 80 40 50
Each 20e 20e 25e 30e 25e 28	

				-	
FLAT SKIMMERS-					
No. 9, 20c; No. 10, 20c;	No. 11,	20e; N	o. 1 <b>3,</b> 1	15c.	
BASTING SPOONS-					
Nos.	10	19	14	16	18
Each	15e	17e	19c	<b>2</b> 0e	280
HANDY STRAINERS-					
No. 140, 10c each.					
GRAVY STRAINERS—					
No. 2, 80c each.					
JELLY STRAINERS-					
No. 20, 25c each.					
STANDARD WIRE NAILS	9				
Add 50c per keg to lai	d down	cost.			
Broken Lots-			bs. Le	ss than 1	5 lbs.
2d to 60d		\$ .05		\$ .06	
Box Nails		.05		.06	
Finish except, 2d and 8	d	.05		.06	
Finish, 2d and 8d		.0 <b>6</b>		.07 .07	
Finish Blued, 2d and 8 Finish Bright, 2d and 8		.06		.07	
<b>.</b>					. 1-4-
Broken lots of nails inc and sold as follows:	staded 11	a puren	rees or	imii Kel	LIOUR
For 50 lbs. or over, ad	Id 60a .	ar Owt	to ful	l kes le	sta .
In less than 50 lb. lots,	Charge	Se per	ib.	05	
For all nails sold at 6	c. and (	d per l	b. for	all mails	sold
at 7c per lb.	-,				
BARBED WIRE-					
Add 50c per 100 lbs. to	your la	id down	2 00 SE (	Hiddin.	Wau-
keren and American	special	and 50	DAP F	oll to A	O-rod

kegan and American special and 50c per roll to 80-rod

spools.

Plain Galvanized Fences and annealed baling and plain annealed wire add 25c per 100 lbs. to your laid down cost for full rolls.

Broken Bundles—2 lbs. or less, 12c per lb.; ever 2 lbs. to 5 lbs., 11c per lb.; over 5 lbs. to 25 lbs., 10c per lb.; over 25 lbs., 10c per lb.

over 25 lbs., 10c per lb.

Black Annealed Stone Wire in 12-lb. stones—No. 18 per stone, \$1.10; No. 19 per stone, \$1.20; No. 20 per stone, \$1.25; No. 22 per stone, \$1.80; No. 34 per stone, \$1.80. Broken lots 20c per lb.

Hand Force I Windmill For	ce Pump with 85 ce Pump with 85 ce Pump with see Pump with see Pump with see Pump with see Pump with 85 ce Pum	10 Iron Cyline (10 Iron Cylin th Cock Spou th Cock Spou th plain Spou th plain Spou	ider and set it No. 1 . it No. 21/4. it No. 1 .	link 9.00 7.50 9.00
יסים ווושטמוני פתרתם בישימים			t No. 2%.	8.00

TEEL GOODS—Garden Sets:

No. 30, 3 pieces, 25c; No. 60, 3 pieces, 50c; No. 3, 3 pieces, \$1.40; No. 4, 4 pieces, \$2.

Garden Tool Sets—Extra Tools:

No. 4G, D Hdle. Spd. Forks, 85c each; No. 5G, L Hdle. Spd. Forks, 85c each; No. 6G, Rake, 45c each; No. 7G, D Hdle. Shovel, 75c each; No. 8G, L Hdle. Shovel, 75c; No. XO Beach Spades, 15c each.

Spading Forks—No. 32 D Hdle., 4 tine, \$1.35 each; No. 032 L Hdle., 4 tine, \$1.35 each; No. 032 L Hdle., 4 tine, \$1.35 each; No. 032 L Hdle., 5 tine, \$1.75 each; No. 042 L Hdle., 5 tine, \$1.75 each; No. 64, 6", 10c each. Primrose, 6", 15c each; Primrose, 7", 15c each. Garden Torwels—No. 1, 6", 5c each; Primrose, 7", 15c each. Garden Forks—No. 10, All Cast Iron, 15c each; No. 25, All Cast Iron, 20c each; No. 40, All Cast Iron, 25c each; G, Gem, 40c each.

No. 6G, 6" Socket, 25c each; No. 215, 6" Socket, 15c each; No. 211, 6" Socket, 50c each; No. 211, 6" Socket, 50c each; No. 211, 6" Socket, 50c each; No. 21, 6", C. C. Solid Socket, 60c each; No. 2, 6", C. C. Solid Socket, 60c each; No. 2, 6", C. C. Solid Socket, 60c each; Trowel and Fork, 50c each.

Shovels and Spades—Long and D. Handle.
Carters, \$1.30 each; Arrow, 75c each; Puritan, \$1 each;
CCP Auto Spade C. C., \$2 each; KSDA Auto Spade K.
K., \$2 each.

K., \$2 each.

Hoes—Riveted (Shank), 7½", 40c each; Ladies (Shank)'
5", 65c each; Shank Hoes, 7½", 65c each; Socket, 7½",
75c each; Warren, 7", \$1 each; Warren, 7½", \$1.10
each; Warren, 8", \$1.15 each.

No. 1 Weeding Hoes, 1 prong, 45c each; No. 2 Weeding
Hoes, 2 prong, 50c each; No. 3 Weeding Hoes, 4 prong,
80c each; No. 4 Weeding Hoes, 6 prong, 85c each.

German Hoes, Hdl., 4-0, 5½", 70c each; 1-0, 6", 75c each;
2, 8", 90c each.

			_	-Gal	raniz	ed					-	-Bla	ck—					
1/6	*	%	1/2	*	1	1 14	11/4		Inches Size Inches	.06	.05	%	1/6	*	1	11/4	1%	3
.08	.07	.10	.12	.12 .22	.20 .26	.40	.40 .48		Elbows, Red. to %" & Larger	.00	09	.07	.08	.08	.12	.20	.34	.40
	.12	.12	.15		.89	.60		1.82	Elbows, Red. to 1/2" & Smaller	•••		.08	.10	.15	.16	.34	.28	.52 .78
	.05	.07	io	.17	.26	.48	.52		Elbows, 45 deg.	•••	.04	.04	.07	.12	17	.83	.86	.52
iii	.06	.09	.18	.24	.26	.88	.46		Elbows, Street	.07	.04	.06	.09	.16	.16	.28	.28	.52
		.11	.16	.29	.46	.68		1.48		***		.07	.11	.20	.81	.46		1.00
io	.08	.18	.15	.16	.24	.40	.54		Tees	.08	.06	.09	.10	.10	.14	.24	.82	.54
	.16	.16	.30	.29	.80	.52		1.16			.11	.11	.14	.20	.18	.81	.40	.70
:::1		:1			.45			1.74	Tees, Red. to 1/4" & Smaller			:::1	::-:		.97	.46		1.05
- :::1	1	14	22	.28	.50			1.88	Tees, 4.Way			.10	.15	.19	.84	.56		1.28
.16	.09	.16	.25	.86	.56	.66	.88	1.40		.12	.06	.12	.17	.24	.881	.40	.48	.80
1	1				.68	.80	.96	1.60	Orosses, Red. to %" & Larger			1			.46	.48		1.00
		1			1.02	1.20		2.40	Crosses Red. to 1/2" & Smaller	]	1				.69	.79	.84	1.50
]	1	.08	.08	.09	.11	.18	.17	.26	Bushings		.04	.04	.04	.05	.06	.07	.09	.18
•••	]	1		•••	• • • •		•••		Faced Bushings				.09	.11	.18	.17	.21	.81
	.04	.04	.04	.06	.08	.10	.14	.19	Plugs, C. I.	.02	.02	.02	.02	.08	.04	.05	.07	.10
.06	.05	.06	.07	.12	.16	.26	.80	.48		.04	.08	.04	.05	.08	.11	.16	.18	.80
. 05	.04	.04	.06	.12	.17	.28	.21	.86		.08	.02	.08	.04	.08	.12	.16	.16	.22
]	.05	.07	.08	.11	.12	.28	.50	.70	Waste-nuts	••••	.08	.05	.06	.08	.08	.16	.84	.48
•••	.08[	.08	.11(	.16	.24	.28	.85	.58	Reducers, Red. to %" & Larger Reducers, Red. to 4" & Smaller	•••	.06	.05	.08	.10	.16	.16	.91	.86
•::1	.::	•::	انند	•::	.::	.42	.52	.87			اخذ	اخذ	-:-	•::1	•::1	.24	.82	.54
.06	.06	.08	.10	.18	.19	.24	.81	.88	Couplings, Wrot Return Bends, Clo.	.05	.05	.06	.07	.10	.18	.17	.20	.27
	•••	.22	.28	.80	.56	.84	1.12	1.58	Return Bends, Olo. Return Bends, Med.	••••	••••	.15	.18	.20	.88	.50	.62	.90
• • • •		.28	.29	.82	.60 .66		1.74		Return Bends, Open			.17	.20	.27	.42	.56		1.00
• • • • •		.25	.82	.44	.48		1.10		Y-Bends		••••		.14	.30	.83	.54		1.10
اغذا	.25	27	.80	.86	.45	.68		1.04	Standard Unions	.17	.171	1:18	.20	.25	.80	.42	.58	.68
.25 .86	.36	.48	.60	.72		1.44		2.40	Railroad Unions	.34	24	.82	.40	.48	.64	.96		1.60
.05	.05	.05	.05	.06	.09	.18	.16	.21	Nipples, Wrot., Clo. or Short	.08	.08	.08	.04	.04	.06	.08	.09	.12
.09	.09	.09	.09	.11	.15	.22	.27	.86	Nipples, Wrot., 2 to 3 1/4" Long	.04	.04	.04	.05	.06	.09	.12	.14	.18
.09	.09	.09	.10	.11	.15	.22	27	.86	Nipples, Wrot., 4" Long	.05	.05	.05	.06	.06	.09	.12	.14	.18
.12	.12	.12	.12	.14	.18	.34	.80	.89	Nipples, Wrot., 4 1/4 " & 5" Long	.06	.06	.06	.07	.08	.10	.14	.17	.22
.18	18	.13	14	.16			.85	.46		.07	.07	.07	.08	.09	.12	.16	20	.26
.101		.201													==-			

EAGLE CARRIAGE BOLTS—
% "—1" to 1%" incl., 20c doz.; 2" to 3%" incl., 25c doz.;
4" and 4%", 80c doz.; 5" and 5%", 85c doz.; 6", 40c 4" and 4%, 30c dox; 5" and 5%, 35c dox; 2" to 8" incl., 80c dox.; 8.4 teeth, 45c each; No. 2, 14 teeth, 50c each; No. 4, 12 teeth, 34" and 4", 35c dox; 2%" to 8" incl., 80c dox.; 85c each; No. 5, 14 teeth, 90c each; No. 6, 16 teeth, 35c dox; 8%, 45c dox; 8%" to 5%" incl., 50c dox; 6" to 7%" incl., 60c dox; 8% to 5%" incl., 50c dox; 6" to 7%" incl., 60c dox; 8", 35c dox; 8", 35c dox; 65c dox.

%"—2" and 2%", 65c dox; 8", 3%" and 4", 75c dox; 6" to 8" incl., \$1.00 dox.

%"—2" and 2%", 65c dox; 8", 3%" and 4", 75c dox; 6" to 8" incl., \$1.00 dox.

%"—1 % 10c dox; 5" and 5%", 90c dox; 6" to 8" incl., \$2.00

No. 2 Pitcher Spout Pumps.

\$2.40

No. 3 Pitcher Spout Pumps.

\$2.40

No. 4 Pitcher Spout Pumps.

\$2.40

No. 5 Pitcher Spout Pumps.

\$2.85

No. 5 Pitcher Spout Pumps.

\$3.00

Common Carriage Machine Bolts and Lag Screws. dos. 5-16"—

Norcross Cultivators No. 88, 8 prong, 85c each; No. 55, Noteross Cultivators No. 55, 5 prong, 50c each; No. 55, 5 prong. \$1 each.
Rakes (Malleable)—No. 0, 10 teeth, 40c each; No. 1, 12 teeth, 45c each; No. 2, 14 teeth, 50c each; No. 4, 12 teeth, 85c each; No. 5, 14 teeth, 90c each; No. 6, 16 teeth.

COMMON CARRIAGE-8-16				0.1	
		18-inch15	1.40 9.60	9-inch	1.10 6.75
		14-inch15	1.50 10.20	10-inch12	1.20 7.25
		15-inch16	1.60 10.75	11-inch18	1.25 7.75
	20 .90	16-inch	1.65 11.50	12-inch14	1.80 8.25
	20 1.05	17-inch18	1.70 12.00	18-inch15	1.85 8.65
	25 1.20	18-inch20	1.80 12.75	14-inch15	1.40 9.15
	80 1.80	19-inch20	1.90 13.25	15-inch16	1.50 9.60
	30 1.50	20-inch25	2.00 14.00	16-inch17	1.60 10.10
	40 2.25	MACHINE SCREWS-8-1	6" & 14".	17-inch18	1.75 10.60
8-inch	. <b>45 2</b> .50		Dos. 100	18-inch20	1.85 11.00
Three-eighths Inch-		1-inch	.20 1.30	19-inch22	2.00 11.50
	25 1.50	2-inch	.25 1.35	20-inch25	2.15 12.00
	80 1.65	8-inch	.25 1.50	LAG SCREWS-8-16" &	
	85 1.90	4-inch	.80 1.60	Size Each	Doz. 100
	85 2.15	5-inch04	.85 2.10	1-inch	.80 1.70
	40 2.40	6-inch	.40 2.85	2-inch	.35 1.85
6-inch	45 2.65			8-inch05	.40 2.15
	.55 8.85	Three-eighths Inch-	.80 1.80	Three-eighths Inch-	
	65 4.20	1-inch08 2-inch04	.85 1.95	2-inch04	.35 2.20
	75 4.50		.85 1.95 .85 2.15	3-inch	.45 2.60
	80 4.90			4-inch	.50 8.00
	90 5.25	4-inch		5-inch	.50 8.40
	00 5.50	5-inch	.50 3.20	6-inch07	.55 8.80
	0.00	6-inch	.55 8.50 .60 8.75	7-inch07	.65 4.15
Five-sixteenths Inch-		7-inch		8-inch	.70 4.55
	.20 1.15	8-inch	.65 4.10 .70 4.40		•
	.20 1.20	9-inch		Five-sixteenths Inch-	
	.25 1.40	10-inch08	.75 4.75	1-inch	.80 1.70
	25 1.60	11-inch09	.80 5.00	2-inch04	.85 1.85
	.80 1.80	12-inch10	.85 5. <b>2</b> 5	8-inch	.40 2.15
	.35 2.00	Five-sixteenths Inch-		4-inch	.40 2.40
	40 2.85	1-inch08	. <b>25</b> 1.50	5-inch	.45 2.75
	45 8.10	2-inch08	. <b>2</b> 5 1.60	6-inch	.50 8.00
One-half Inch-		8-inch08	.30 1.80	One-half Inch-	
	.50 8.40	4-inch04	.85 2.00	2-inch	.45 8.10
	.55 8.50	5-inch05	.40 2.60	8-inch	.55 8.60
3-inch06 .	.60 8.70	6-inch05	.45 2.90	4-inch	.65 4.15
	.65 4.80	One-half Inch-		5-inch	.70 4.70
	.70 4.90	1-inch	.50 8.85	6-inch	.75 5.25
6-inch08 .	.75 5.50	2-inch	.55 8.50	. 7-inch	.80 5.80
7-inch08 .	.8 <b>0 6</b> .00	3-inch	.60 4.00	8-inch	.85 6.80
8-inch09 .	90 6.65	4-inch	.65 4.50	9-inch	.95 6.85
9-inch10 1.	.00 7.25	5-inch	.75 4.90	10-inch	1.10 7.40
	.10 7.80	6-inch	.80 5.85	11-inch	1.20 8.00
	.20 8.40	7-inch	.90 5.85	12-inch	1.25 8.50
12-inch14 1.	9.00	8-inch	1.00 6.85	12-inch15	1.25 8. <b>5</b> 0
		***************************************		100 11-	

The following suggested Retail Prices on Bolts are based on the selling price and bears the following average profit: Com. Car Bolts %x6 and smaller, 45-5% sell 20%, average profit on 100 34%%, dos. 55%; each 65%. Com. Car Bolts %x6 and larger cost 80%, sell add 5% to list, average profit on 100—35%; dos., 47%, each 57%. Machine Bolts %x4 and smaller, cost 50—5%, sell 25%, average profit by 100—36%, dos., 55%, each 65%.

Machine Bolts %x4 and larger, cost 40, sell 10% average profit by 100—38 1.3%, dos., 50%, each 65%.

Stove Bolts, cost 70%, sell 40%, average profit on 100—50%, dos., 65%.

GALVANIZED WIRE CLOTH-A Grade, 6e sq. ft.

BLACK WIRE CLOTH-4c sq. ft. STOVE PIPE-

Size	Common	Planished
8"	<b>2</b> 0e	85c joint
4"		40c joint
4%"		
4 1/4 " 5"	950	50c joint
£1/ #		DOG TOTE
5 1/2 "		
		60c joint
7‴	<b>4</b> 0c	80c loint
6x5"	80c	75e loint
7x6"		85c joint
		OOC JUILLE
STOVE PIPE ELBOWS-		
Size	Com Corr.	Plan, Corr.
3‴	20c	80c each
4"		40c each
414 M		45c each
4.1/4." 5"		
		50c each
51/4"	80c	55c each
6"	80.	Ana anah

TAPER ELBOWS-7x6, \$1.00 each. ADJUSTABLE ELBOWS—8", 20c each; 4", 25c each; 5", 25c each; 6", 40c each; 7", 65c each.

Z5c each; 6°, 40c each; 7°, 65e
BLACK SHEET IRON—

18 and 20 Ga., \$7.45 per 100 lbs.
22 and 24 Ga., \$7.55 per 100 lbs.
26 Ga., \$7.65 per 100 lbs.
27 Ga., \$7.75 per 100 lbs.
28 Ga., \$7.85 per 100 lbs.
30 Ga., \$7.95 per 100 lbs.

30 Ga., \$7.95 per 100 lbs.

GALVANIZED SHEET IRON—
12 and 14 Ga., \$8.72 per 100 lbs.
16 Ga., \$8.87 per 100 lbs.
18 and 20 Ga., \$9.02 per 100 lbs.
22 and 24 Ga., \$9.16 per 100 lbs.
26 Ga., \$9.31 per 100 lbs.
27 Ga., \$9.46 per 100 lbs.

28 Ga., \$9.60 per 100 lbs.
30 Ga., \$10.00 per 100 lbs.
Add 25c per 100 lbs. for broken bdls. Add 5c per 100 lbs. for corr., 24 Ga. and lighter; 10c for 22 and heavier heavier.

GALVANIZED PIPE—Per 100 ft. %, \$5.75; % and %, \$6.80; %, \$7.20; %, \$9.15; 1, \$18.55; 1%, \$18.30; 1%, \$21.90; 2, \$29.45.

BLACK PIPE—Per 100 ft.

%, \$3.70; ¼ and %, \$4.05; ¼, \$5.35; ¾, \$6.85; 1, \$10.15; 1¼, \$18.70; 1½, \$16.70; 2, \$22.00.

MALLEABLE PIPE FITTINGS—
Black, 70—10%; Galvanized, 70—5%.
Except Bushings, 45%.
Plugs and Couplings, 40—5%.
Unions, 50%.

GALVANIZED RANGE BOILERS—
12x60" \$10.00 Each Dbl. Riv.
14x60" \$13.20 Each Dbl. Riv.

WIRE PRODUCTS—
Prices of Standard Wire Products from Stock.
Stand. Wire Nails L. C. L. base, per keg \$4.25; C. L., per keg, \$4.10.
From stock, add extras as per Nail Card for all other than base sizes.

BARBED WIRE

BARBED WIRE—
Galvanized Glidden, \$5.10 per 100 lbs.
Galvanized 2 ply No. 12 plain twist, \$5.10 per 100 lbs.
GALVANIZED STANDARD WIRE NAILS—
1" and over extra per keg, \$2.00.
Under 1" extra per keg, \$2.50.
Galvanized Fence Staples, \$5.10.
Annesled Baling Wire No. 12, \$4.50; No. 13, \$4.60; No. 14, \$4.70; No. 15, \$4.80; No. 16, \$4.90.

GALVANIZED FENCE—
No. 6 to 9 Base, \$4.90 per 100 lbs.
FENCE WIRE—Catch weight bdls. unpapered.

FENCE WIRE-Catch weight bdls. unpapered. PLAIN FENCE-No. 6 to 9 Base, \$4.20 100 lbs.

W. M. Tompkin's Plumbing Shop in Los Angeles was recently seriously damaged by fire, the damage on the stock being estimated between \$2000 and \$3000.

Some salesmen spend more time in hoping for orders than in working for them.

## WHERE TO B

Classified list of the products of progressive manufacturers - Goods that can be depended upon. Note carefully our advertising pages for particulars, or address our information department.

ABRASIVES Carborundum Co., Niagara Falls, N. Y. A. W. Pike & Co., San Francisco, Pike Mfg. Co., Pike. N. H.

AIR PUMPS Ourtis Pneu. Machinery Co., St. Louis, Missouri.

AIR VALVES

Beaton & Cadwell Mfg. Co., New Britain, Conn.

Simmons Hdw. Co.
BABBITT METAL
Wheeling Corruga

ALUMINUM GOODS
Buckeye Aluminum Co., Wooster, O.

ALUMINUM POLISH J. C. Paul & Co., Chicago, Ill.

AMMUNITION
Giant Powder Co., San Francisco, Cal.
Peters Cartridge Co., Cincinnati, O.;
San Francisco, Cal.
Remington Arms U. M. C. Co., New
York, N. Y.

ASBESTOS FURNACE CEMENT Wm. Conners Paint Mfg. Co., Troy, New York.

AUGER BITS
AUTOMATIC SCALES
Detroit Automatic Scale Co., Detroit,
Michigan.

SUPPLIES SUPPLIES
American Chain Co., Bridgeport, Conn.
Auto Pedal Pad Co., New York, N. Y.
Robt. A. Bruce, Santa Ana, Cal.
Brunner Mfg. Co., Utica, N. Y.
Buffum Tool Co., Louisiana, Mo.
Chicago Flexible Shaft Co., Chicago.
Curtis Pneu. Machinery Co., St. Louis,
Misaouri

Missouri.

Missouri.

Diamond Rubber Tire Co., Akron, C., and San Francisco, Cal.

Eclipse Mfg. Co., Cleveland, O., Eberhard Mfg. Co., Cleveland, O., Eberhard Mfg. Co., Streator, Ill.

J. H. Haney & Co., Hastings, Neb. Hartford Rubber Works, New York. Honeyman Hardware Co., Portland, Or. Joseph Dixon Crucible Co., Jersey City, N. J.

Lane Bros. Co., Poughkeepsie, N. Y. Frank Mossberg Co., Attleboro, Mass. Motor Car Supply Co., Chicago, Ill. Osgood Lens & Supply Co., Chicago, Ill. Osgood Lens & Steel Co., San Francisco, Cal.

Pacific Hdwe. & Steel Co., San Francisco, Cal.
U. S. Tire Co., New York, N. Y.
Safety Vulcanizer Mfg. Co., Mason
City, Iowa.
Stanley Works, New Britain, Conn.
Spring Leaf Lubricator Co., Ann Arbor, Mich.
Strevell-Paterson Hardware Co., Salt
Lake City, Utah.
Salt Lake Hardware Co., Salt Lake
City, Utah.
Simmons Hdwe. Co., St. Louis, Mo.
Union Hdwe. & Metal Co., Los Angeles, Cal.

walker Ke-Les Lock Co., Chicago.
Walker Ke-Les Lock Co., Seattle, Wash.
Wed Chain Tire Grip Co., New York.
W. C. Wood & Co., Minnespolis, Minn. AUTOMOBILE BUMPERS

L. P. Halladay Co., Streator, Ill.

AUTO HAMMERS Bridgeport Hdwe. Mfg. Corp., Bridge-port, Conn.

AUTOMOBILE JACKS

Lane Bros. Co., Poughkeepsie, N. Y. AUTO LOCKS

Walker Ke-Les Lock Co., Chicago.

AUTOMOBILE OILS

Platt & Washburn Refining Co., New
York and San Francisco.
Tiona Oil Co., Binghamton, N. Y.
Union Hdwe. & Metal Co., Los Angeles, Cal.

Simmons Hdw. Co., St. Louis, Mo.

Wheeling Corrugating Co., Wheeling, W. Va.
Whitaker-Glessner Co., Wheeling, W.Va.

BAKING PANS Wheeling Corrugating Co., Wheeling. W. Va.

BALL COCKS
Boston Brass Co., Waltham. Mass.

RB WIRE
American Steel & Wire Co., Chicago,
Ill.; San Francisco and Los Angeles,
Cal.; Portland, Ore., and Seattle.
Pittsburgh Steel Co., Pittsburgh, Pa.,
and 315-319 Monadnock Bldg., San
Francisco, Cal.
John A. Roeblings Sons Co., Portland,
Oragon

Oregon.
United States Steel Products Co., San
Francisco, Cal.; Los Angeles, Cal.:
Portland, Ore.; Seattle, Wash.

Michigan.

James Swan Co., Seymour, Conn.

Lebanon Machine Co., Lebanon, N. H.

Portland, Ore.; Seat...,

Portland, Ore.; Lane Bros. Co., Poughkeepsie, N. Y. Richards-Wilcox Mfg. Co., Aurora, Ill. Wagner Mfg. Co., Cedar Falls, Iowa.

BARN DOOR LATCHES
Albany Hardware Specialty Mfg. Co.,
Albany, Wis. Albany Haruwai.
Albany, Wis.

P. & F. Corbin, New Britain, Conn.
Lane Bros. Co., Poughkeepsie, N. Y.
Russell & Erwin, New Britain, Conn.,
and San Francisco, Cal.
Stanley Works, New Britain, Conn.

BARN EQUIPMENT
Hunt, Helm, Ferris & Co., Harvard, Ill
Lane Bros. Co., Poughkeepsie, N. Y.
McKinney Mfg. Co., Pittsburgh, Pa.
Richards-Wilcox Mfg. Co., Aurora, Ill.
Safety Door Hanger Co., Ashland, O.
Stanley Works, New Britain, Conn.
Wagner Mfg. Co., Cedar Falls, Iowa.

State

BATTERIES Whiton Hardware Co., Seattle, Wash.

BIRD CAGES AND SUNDRIES
O. Lindemann & Co., New York, N. Y.

Buffum Tool Co., Louisiana, Mo. Lebanon Machine Co., Lebanon, N. H. Progressive Mfg. Co., Torrington, Ct.

BLACKSMITHS' SUPPLIES
Buffum Tool Co., Louisiana, Mo.
Buffalo Forge Co., Buffalo, N. Y.

BLASTING POWDER Giant Powder Co., San Francisco, Cal.

BLASTING SUPPLIES Giant Powder Co., San Francisco, Cal. BOILER GRAPHITE

BOILER HANDLES
Berger Bros. Co., Philadelphia, Pa.

BOLT CASES American Bolt & Screw Case Co., Day- CASTERS ton, O.

BOLT CLIPPERS
11. K. Porter Co., Everett, Mass.

BOLTS-Door

Bommer Bros., Brooklyn, N. Y. Chicago Spring Butt Co., Chicago, Ill. P. & F. Corbin, New Britain, Conn. Russell & Erwin, New Britain, Conn. and San Francisco, Cal. Shelby Spring Hinge Co., Shelby, O. The Stanley Works, New Britain, Ct.

BOLTS-Water Closet Bommer Bros., Brooklyn, N. Y. Chicago Spring Butt Co., Chicago, Ill. Shelby Spring Hinge Co., Shelby, O.

BOX OPENERS Bridgeport Hdwe. Mfg. Co., Bridge-port, Conn.

W. Va.
Whitaker-Glessner Co., Wheeling, W. Va.
LL COCKS
Boston Brass Co., Waltham, Mass.

BRACKETS—Shelf
Atlas Mfg. Co., New Haven, Conn.
P. & F. Corbin, New Britain, Conn.
The Stanley Works, New Britain, Ot.

BRAZIERS
Clayton & Lambert Mfg. Co., Detroit,
Michigan.
Turner Brass Works, Sycamore, Ill.

BRIDLE IRONS Lane Bros. Co., Poughkeepsie, N. Y.

BROOM WIRE

American Steel & Wire Co., Chicago, Ill.; San Francisco and Los Angeles, Cal.; Portland, Ore., and Seattle, Washington.

BUILDERS' HARDWARE

Bommer Brothers, Brooklyn, N. Y. Chicago Spring Butt Co., Chicago, Ill. P. & F. Corbin, New Britain, Conn. Henry Disston & Sons, Philadelphia, Chicago and New York.
Hammond Lumber Co., Los Angeles. Honeyman Hardware Co., Portland, Or. Russell & Erwin, New Britain, Conn., and San Francisco, Cal.
Shelby Spring Hings Co., Shelby, O. Simmons Hdw. Co., St. Louis, Mo. Stanley Works, New Britain, Conn. Salt Lake Hardware Co., Salt Lake City, Utah.

City, Utah.

Simmons Hardware Co., Salt Lake
Strevell-Paterson Hardware Co., Salt
Lake City, Utah.

P. & F. Corbin, New Britain, Conn. Russell & Erwin, New Britain, Conn., and San Francisco, Cal. Shelby Spring Hinge Co., Shelby, O. Stanley Works, New Britain, Conn.

BUTTS—Door
The Chicago Spring Butt Co., Chicago.
Shelby Spring Hinge Co., Shelby, O.
Stanley Works, New Britain, Conn.

TTS—Surface Shelby Spring Hinge Co., Shelby, O. The Stanley Works, New Britain, Ot.

CANS AND SPECIALTIES
Stuber & Kuck, Peoria, Ill.
CAPS, BLASTING

Giant Powder Co., San Francisco, Cal. Hercules Powder Co., Wilmington, Del.

CARBORUNDUM Carborundum Co., Niagara Falls, N. Y.

Joseph Dixon Crucible Co., Jersey CASEMENT HARDWARE
City, N. J.

Russell & Erwin, New Britain, Conn.,
and San Francisco, Cal.

CASH REGISTERS
National Cash Register Co., Dayton, O.

Faultless Caster Co., Evansville, Ind. Universal Caster & Foundry Co., New-ark, N. J.



## HERE TO BUY

Classified list of the products of progressive manufacturers — Goods that can be depended upon. Note carefully our advertising pages for particulars, or address our information department.

CATCHES—Transom
P. & F. Corbin, New Britain, Conn.
Shelby Spring Hinge Co., Shelby, O.

CEILING PLATES
Beaton & Corbin Mfg. Co., Southington, Conn.

CELLAR WINDOW SETS
Shelby Spring Hinge Co., Shelby, O.
Stanley Works, New Britain, Conn.

CHAINS American Chain Co., Bridgeport, Conn. Cleveland Galvanizing Works Co., Cleveland, O. Parker Wire Goods Co., Worcester,

CHAINS—Transom
Shelby Spring Hinge Co., Shelby, O.

CHAIR TIPS
Elastic Tip Co., Boston, Mass.
Henry Peabody & Co., New York,

CHECKS AND SPRINGS—Door Shelby Spring Hinge Co., Shelby, O.

CHEMICAL ENGINES
O. J. Childs Co., Utica, N. Y.

CHERRY SEEDERS Enterprise Mfg. Co., Philadelphia, Pa.

CLIPPERS H. K. Porter, Everett, Mass.

CLOCK New Haven Clock Co., New Haven, Conn.

COAT AND HAT HOOKS
Atlas Mfg. Co., New Haven, Conn.
Parker Wire Goods Co., Worcester,

Mass.
Shelby Spring Hinge Co., Shelby, O.
CONCRETE MIXERS
Lansing Wheelbarrow Co., San Francisco, Cal.
COLLAPSIBLE AUTO-CAMP
GRATES
Leslie F. Moore Los Angeles, Cal.

Leslie E. Moore, Los Angeles, Cal.

CONDUCTOR ELBOWS
Ferdinand Dieckmann Co., Cincinnati. ENAMELED WARE

COPPER GASKETS
Beaton & Cadwell Mfg. Co., New Britain, Conn.

CORDAGE Columbian Rope Co., Auburn, N. Y. Portland Cordage Co., Portland, Ore. Samson Cordage Works, Boston, Mass.

CRAYONS
Joseph Dixon Orucible Co., Jersey
City, N.J.
CURRY COMBS
New York Stamping Co., Brooklyn.

CUTLERY TLERY
Honeyman Hardware Co., Portland, Or.
International Silver Co., Meriden. Ct.
The Jacobs Bros. Co., Inc., New York.
Ontario Knife Co., Franklinville, N. Y.
Simmons Hardware Co., St. Louis, Mo.
Salt Lake Hardware Co., Salt Lake
City, Utah.
Strevell-Paterson Hardware Co., Salt
Lake City, Utah.
Lake City. Otta.

CYLINDER OILS
Tions Oil Co., Binghamton, N. Y.

DIES

DIES
Greenfield Tap and Die Corporation,
Greenfield, Mass.

DOOR HANGERS
Hunt, Helm, Ferris & Co., Harvard, Ill.
Lane Bros. Co., Poughkeepsie, N. Y.
Richards-Wilcox Mfg. Co., Aurora Ill.
Safety Door Hanger Co., Ashland, O.
Wagner Mfg. Co., Cedar Falls, Iowa.
Wizard Mfg. Co., San Francisco, Cal.

FENCE
United States Steel Products Co., San Francisco, Los Angeles, Cal.; Port land, Ore.; Seattle, Wash.

FILES
Delta File Works, Philadelphia, Pa.
Henry Disston & Sons, Philadelphia. Nicholson File Co., Providence, R. I.
McCaffrey File Co., Philadelphia, Pa.
Simonds Mfg. Co., Fitchburg, Mass.

DOOR HOLDERS Bommer Brothers, Brooklyn, N. Y. P. & F. Corbin, New Britain, Conn. Russell & Erwin, New Britain, Conn., and San Francisco, Cal. Shelby Spring Hinge Co., Shelby, O. Stanley Works, New Britain, Conn. Superior Spring Hinge Co., Chicago and Los Angeles.

DOOR LATCHES Lane Bros. Co., Poughkeepsie, N. Y. Russell & Erwin, New Britain, Conn., and San Francisco, Cal. The Stanley Works, New Britain, Ct.

DOOR MATS
Parker Wire Goods Co., Worcester, Parker Mass.

DOOR PULLS
Bommer Brothers, Brooklyn, N. Y.

DOOR SPRINGS Chicago Spring Butt Co., Chicago, Ill.

DRINKING FOUNTAINS
Buffum Tool Co., Louisiana, Mo.
M. L. Kline, Portland, Ore.

DRILLS Buffalo Forge Co., Buffalo, N. Y. Goodell-Pratt Co., Greenfield, Mass. North Bros. Mfg. Co., Philadelphia, Pa.

DUMBWAITERS Sedgwick Machine Works, New York.

DYNAMITE
Dupont Powder Co., Wilmington, Del.
Giant Powder Co., San Francisco, Cal.

ELECTRICAL SUPPLIES
Pacific Hardware & Steel Co., San
Francisco.
Salt Lake Hardware Co., Salt Lake,
Utah.

ELECTRIC WASHING MACHINES
Johnson Electric Washer Co., San
Francisco, Cal.

**ELEVATORS** Sedgwick Machine Works, New York. FRY PANS

HAMELLED WARE
Honeyman Hardware Co., Portland, Or.
Central Stamping Co., New York, N.Y.
New York Stamping Co., Brooklyn, N.Y.
Lalance & Grosjean Mfg. Co., New
York, Chicago and San Francisco.
Salt Lake Hardware Co., Salt Lake
City, Utah.
Simmons Hardware Co., St. Louis, Mo.
Strevell-Paterson Hardware Co., Salt
Lake City, Utah.

ENGINES Lansing Wheelbarrow Co., San Fran-cisco, Cal.

ESCUTCHEONS
P. & F. Corbin, New Britain, Conn.
Shelby Spring Hinge Co., Shelby, O.

FASTENERS—Casement Window Shelby Spring Hinge Co., Shelby, O.

FAUCETS Thos. Savill's Sons, Philadelphia, Pa.

FAUCETS—Auto Measuring Lane Bros. Co., Poughkeepsie, N. Y.

United States Steel Products Co., San Francisco, Los Angeles, Cal.; Port-land, Ore.; Seattle, Wash.

FIRE APPARATUS
O. J. Childs Co., Utica, N. Y.

FIREARMS Colt's Patent Firearms Co., Hartford, Conn. Remington Arms U. M. C. Co., New York, N. Y.

FIRE EXIT BOLTS
Russell & Erwin, New Britain, Conn.,
and San Francisco, Cal.

FIRE POTS Clayton & Lambert Mfg. Co., Detroit, Michigan.

FISHING RODS
Ware Bros. Co., Spokane, Wash.

**FITTINGS** Central Foundry Co., New York. M. L. Kline, Portland, Ore. Stanley G. Flagg & Co., Philadelphia.

FLOOR AND CEILING PLATES
Beaton & Cadwell Mfg. Co., New Britain, Conn.
Beaton & Corbin Mfg. Co., Southington, Conn.

FLOOR SLEEVES Beaton & Cadwell Mfg. Co., New Brit-ain, Conn.

FLOUR SIFTERS Fred J. Meyers Mfg. Co., Hamilton, O.

FLY TRAPS Curry Fly Trap Co., Paducah, Ky.

FOOD CHOPPERS Enterprise Mfg. Co. of Pa., Philadelphia, Pa., Russell & Erwin, New Britain, Conn., and San Francisco, Cal.
Schlichter Mfg. Co., Hamilton, Ohio.

FOOD GRATER: Schlichter Mfg. Co., Hamilton, Ohio.

FORGES Buffalo Forge Co., Buffalo, N. Y.

Central Stamping Co., New York, N.Y.
New York Stamping Co., Brooklyn.
Wheeling Corrugating Co., Wheeling,
W. Va.
FURNACES
Culter & Proctor Stove Co., Peoria,

Illinois.

FURNACES-RNACES—Gasoline and Kerosene Otto Bernz, Newark, N. J.

FURNITURE POLISH
J. C. Paul & Co., Chicago, Ill.

FURNITURE SLIDES
Universal Caster & Foundry Co., New-ark, N. J.

GALVANIZED GOODS
Wheeling Corrugating Co., Wheeling,
W. Va.

GALVANIZED WARE
Central Stamping Co., New York, N.Y.
Wheeling Corrugating Co., Wheeling,
W. Va.

GARAGE EQUIPMENT
Lane Bros. Co., Poughkeepsie, N. Y.
Richards Wilcox Mfg. Co., Aurora, Ill.
Curtis Pneu Machinery Co., St. Louis.
Hunt, Helm, Ferris & Co., Harvard, Ill.
The Stanley Works, New Britain, Ct.

GARDEN HOSE
Goodyear Rubber Co., San Francisco
and Portland, Ore.

GARDEN TOOLS

Buffum Tool Co., Louisiana, Mo.

Gilson Mfg. Co., Port Washington, Wisconsin. Union Fork & Hoe Co., Columbus, O.

## WHERE TO B

Classified list of the products of progressive manufacturers — Goods that can be depended upon. Note carefully our advertising pages for particulars, or address our information department.

GAS ENGINE OILS
Tions Oil Co., Binghamton, N. Y.
Union Hdwe. & Metal Co., Los Angeles, Cal.

GAS HEATERS Hess-Snyder Co., Massillon, O. Minier Gas Heater Co., South Pasa-dena, Cal.

GAS RANGES James Graham Mfg. Co., San Francisco.

GASOLINE TORCHES
Clayton & Lambert Mfg. Co., Detroit,
Michigan.
Otto Bernz, Newark, N. J.

GLASSWARE Corning Glass Works, Corning, N. Y.

COTNING GIASS WOFES, COFFINE, AND ADDRESS WOFES, AND GRAPHITE

Joseph Dixon Crucible Co., Jersey City, N. J.; San Francisco, Cal. GRAPHITE PAINT Joseph Dixon Crucible Co., Jersey City, New Jersey.

GRASS CATCHERS
Excelsior Bag & Mfg. Co., Troy, N. Y.
Philadelphia Lawn Mower Co., Phila
delphia, Pa.
Specialty Mfg. Co., St. Anthony Park, Minnesota.

GRATES Leslie E. Moore, Los Angeles, Cal. GRINDERS

The Carborundum Co., Niagara Falls, New York.

GRINDERS—Hand and Power Carborundum Co., Niagara Falls, N. Y. GRINDING WHEELS
Carborundum Co., Niagara Falls, N. Y.

HAMMERS Vaughan & Bushnell Mig. Co., Chicago. Ill.

HANDLES
Buffum Tool Co., Louisiana, Mo.
Ivory Handle Co., Hope, Ark.
HAND FIRE EXTINGUISHERS
O. J. Childs Co., Utica, N. Y.

HAND CARTS
Lansing Wheelbarrow Co., San Francisco, Cal.

HANGING SCALES
Pelouze Mfg. Co., Chicago, II
Triner Scale Co., Chicago, III.

HARDWARE JOBBERS
Baker & Hamilton, San Francisco, Cal.
Dunham, Carrigan & Hayden, San
Francisco, Cal.
A. M. Holter Hardware Co., Helena,

A. M. Holter Hardware Co., Helena, Montana.

Hammond Lumber Co., Los Angeles.
Honeyman Hardware Co., Portland, Or. Jensen, King, Byrd Co., Spokane, Wn.
Pacific Hardware & Steel Co., San Francisco, Cal.
Salt Lake Hardware Co., Salt Lake
City, Utah.

City, Utah.
Simmons Hardware Co., St. Louis, Mo.
Strevell-Paterson Hdwe. Co., Salt Lake
City, Utah.
Union Hardware & Metal Co., Los Angeles, Cal.

Thomson-Diggs Co., Sacramento, Cal. Whiton Hardware Co., Seattle, Wash.

HARDWARE SPECIALTIES
Bridgeport Hardware Mfg. Co., Bridgeport, Conn.

Buckeye Aluminum Co., Doylestown, O.
Buffum Tool Co., Louisiana, Mo.
Crescent Tool Co., Jamestown, N. Y.
Delta File Works, Philadelphia, Pa.
Excelsior Bag & Mfc. Co., Troy, N. Y.
Granucci Hardware Co., San Francisco, Cal., and St. Louis.
Hardware Specialties Mfg. Co., Wabash, Ind.
Fred J. Meyers Mfg. Co., Hamilton, O.
Lane Bros. Co., Poughkeepsie, N. Y.
Lufkin Rule Co., Saginaw, Mich.
New York Stamping Co., Brooklyn, N. Y.
Parker Wire Goods Co., Worcester,
Mass.

HOOK AND EXPANSION PLATES
Beaton & Cadwell Mfg. Co., New Britanic, Conn.
HOOKS—Coat and Hat
Bommer Bros., Brooklyn, N. Y.
P. & F. Corbin, New Britanic, Conn.
Shelby Spring Hinge Co., Shelby, O.
HORSE SHOES
Phoenix Horse Shoe Co., Chicago, Ill.
United States Steel Products Co., Ban
Francisco, Los Angeles, Portland
and Seattle.
HOSE
Goodyear Rubber Co., San Francisco.

Parker Wire Goods Co., Worcester, Mass.
Richards-Wilcox Mfg. Co., Aurora, Ill. Salt Lake Hardware Co., Salt Lake City, Utah.
Shelby Spring Hings Co., Shelby, O. Simmons Hdw. Co., St. Louis, Mo. Stanley Works, New Britain, Conn.
Strevell-Paterson Hdwe. Co., Salt Lake. Taylor & Boggis Foundry Co., Clevelland, O. Thomson-Diggs Co., Sacramento, Cal. McKinney Mfg. Co., Pittsburgh, Pa.

HARNESS HARDWARE
Covert Mig. Co., Troy, N. Y.
Eberhard Mig. Co., Cleveland, Ohio.
Salt Lake Hardware Co., Salt Lake City, Utah.

HARVESTER OILS
Tions Oil Co., Binghamton, N. Y.
Union Hdwe. & Metal Co., Los Angeles, Cal.

HATCHETS Simmons Hdw. Co., St. Louis, Mo.

HEATERS
Minier Gas Heater Co., South Pasadena, Cal.

HINGES NGES
Bommer Brothers, Brooklyn, N. Y.
P. & F. Corbin, New Britain, Conn.
Lawson Mfg. Co., Chicago, III.
P. & F. Corbin, New Britain, Conn.
The Chicago Spring Butt Co., Chicago.
Russell & Frwin, New Britain, Conn.
and San Francisco, Cal.
Shelby Spring Hinge Co., Shelby, O.
Stanley Works, New Britain, Conn.
Superior Spring Hinge Co., Chicago
and Los Angeles.
NGEP BLATES HINGE PLATES

Shelby Spring Hinge Co., Shelby, O. P. & F. Corbin, New Britain, Conn. The Stanley Works, New Britain, Ct.

HINGES—Ball Bearing
Shelby Spring Hinge Co., Shelby, O.
P. & F. Corbin, New Britain, Conn.
The Stanley Works, New Britain, Ot.

HINGES-Floor NGES-F1007
Bommer Bros., Brooklyn, N. Y.
Chicago Spring Butt Co., Chicago, Ill.
Shelby Spring Hinge Co., Shelby, O.
P. & F. Corbin, New Britain, Conn.
The Stanley Works, New Britain, Ct.

HINGES—Ornamental Shelby Spring Hinge Co., Shelby, O.

HINGES—Spring
Chicago Spring Butt Co., Chicago, Ill.
Bommer Bros., Brooklyn, N. Y.

HINGES-Window and Screen Chicago Spring Butt Co., Chicago, Ill.

Chicago Spring Butt Co., Chicago, Ill.
HOLDERS—Door
Bommer Bros., Brooklyn, N. Y.
P. & F. Corbin, New Britain, Conn.
Richards-Wilcox Mfg. Co., Aurora, Ill.
Shelby Spring Hinge Co., Shelby, O.
The Stanley Works, New Britain, Ct.
HOLLOW HANDLE TOOL KITS
Bridgeport Hdwe. Mfg. Co., Bridge:
port, Conn.

Goodyear Rubber Co., San Francisco.

HOSE COUPLING Stuber & Kuck, Peoria, Ill.

HOSE MENDERS Stuber & Kuck, Peoria, Ill.

HOSE REELS
Specialty Mfg. Co., St. Anthony Park,
Minnesota.

HOUSE FURNISHINGS Corning Glass Works, Corning, N. Y.

HOUSEHOLD GOODS

Baker & Hamilton. San Francisco, Cal.
Central Stamping Co., New York, N. Y.
Dunham, Carrigan & Hayden, San
Francisco, Cal.
Language Fine Reyed Co. Spakens. Wn

Francisco, Cai.
Jensen, King, Byrd Co., Spekane, Wn.
Lalance & Grosjean Mfg. Co., New
York, Chicago and San Francisco.
Landers, Frary & Clark, New Britain,
Connecticut.
Fred J. Meyers Mfg. Co., Hamilton, O.
New York Stamping Co., Brooklyn,
New York.
Ontario Knife Co., Franklinville, N.Y.
Pacific Hardware & Steel Co., San
Francisco. Cai.

Francisco, Cal.
Schlichter Mfg. Co., Hamilton, Ohio.
Strevell-Paterson Hardware Co., Salt
Lake City, Utah.
Whiton Hardware Co., Seattle, Wash.
Wheeling Corrugating Co., Wheeling.

ICE CREAM FREEZERS
North Bros. Mfg. Co., Philadelphia.

ICE SCALES

Pelouse Mfg. Co., Chicago, Ill.
Triner Scale Co., Chicago, Ill.
INTERIOR METAL DECORATIONS
Wheeling Corrugating Co., Wheeling,
W. Va.

W. Va.

IRON AND STEEL

Pacific Hardware & Steel Co., San
Francisco, Cal.

Salt Lake Hardware Co., Salt Lake
City, Utah.

Strevell-Paterson Hardware Co., Salt
Lake City, Utah.
Thomson-Diggs Co., Sacramento, Cal.
United States Steel Products Co., San
Francisco, Los Angeles, Portland and
Seattle.

Seattle.
Wheeling Corrugating Co., Wheeling,
W. Va. Whiton Hardware Co., Seattle, Wash.

IRON AND STEEL SHEETS
Brier Hill Steel Co., Youngstown, O.,
and 815-819 Monadnock Bldg., Sam
Francisco, Cal.

JACKS—Carriage, Truck Lane Bros. Co., Poughkeepsie, N. Y.

JOIST HANGERS Lane Bros. Co., Poughkeepsie, N. Y.

KICK PLATES
Bommer Bros., Brooklyn, N. Y.
Shelby Spring Hinge Co., Shelby, C.

## HERE TO BUY

Classified list of the products of progressive manufacturers — Goods that can be depended upon. Note carefully our advertising pages for particulars, or address our information department.

KNIVES Ontario Knife Co., Franklinville, N. Y. KNOBS—Door
P. & F. Corbin, New Britain, Conn.
Shelby Spring Hinge Co., Shelby, O. LANTERNS
W. F. Boardman Co., San Francisco.
R. E. Dietz Co., New York.
Pritchard Stamping Co., Rochester,
New York. Simmons Hdw. Co., St. Louis, Mo. LAVATORY SPRING HINGES
Chicago Spring Butt Co., Chicago, Ill.
LAWN MOWERS Coldwell Lawn Mower Co., Newburgh, New York. Pacific Hardware & Steel Co., San Pacific Hardware & Steel Co., San Francisco, Cal. Philadelphia Lawn Mower Co., Phila-delphia, Pa. Pennsylvania Lawn Mower Co., Phila-delphia, Pa. Simmons Hdw. Co., St. Louis, Mo. LAWN SPRINKLERS
Buffum Tool Co., Louisiana, Mo.
Enterprise Mfg. Co. of Pa., Philadelphia, Pa.
Stuber & Kuck, Peoria, Ill.
Thompson Mfg. Co., Los Angeles, Cal.
Will's Sprinkler Co., Los Angeles, Cal. Will's Sprinkler Co., Los Angeles, Cal.
LAWN SWEEPERS
Coldwell Lawn Mower Co., Newburgh,
New York.
Pennsylvania Lawn Mower Co., Philadelphia, Pa.
Philadelphia Lawn Mower Co., Philadelphia, Pa. LAWN TRIMMERS Coldwell Lawn Mower Co., Newburgh, New York. Pennsylvania Lawn Mower Co., Philadelphia, Pa.
Philadelphia Lawn Mower Co., Philadelphia, Pa.

LENS Osmod Lens & Supply Co., Unicago. LEVELS

Bridgeport Hardware Mfg. Corp., Bridgeport, Conn. Goodell-Pratt Co., Greenfield, Mass. Henry Disston & Sons, Philadelphia. Stanley Rule & Level Co., New Britain, Conn. LINOLEUM

Armstrong Oork Co., Lancaster, Pa. LOCKS CKS
P. & F. Corbin, New Britain, Conn.
Russell & Erwin, New Britain, Conn.,
and San Francisco, Cal.
Taylor & Boggis, Cleveland, O.
Shelby Spring Hinge Co., Shelby, O.

LUBRICANTS BRICANTS
Joseph Dixon Orucible Co., Jersey
City, N. J., and San Francisco.
Platt & Washburn Refining Co., New
York and San Francisco.
Tions Oil Co., Binghamton, N. Y.
Union Howe. & Metal Co., Los Angeles, Cal.

LUMBER CRAYONS
Joseph Dixon Crucible Co., Jers
City, N. J., and San Francisco. Jersey

MALLEABLE FITTINGS
Stanley G. Flagg & Co., Philadelphia.
Penn.

MANUFACTURERS' AGENTS
Bailey & Drake Co., San Francisco.
George E. Dalton, Los Angeles, Cal.
W. D. Caldwell, San Francisco.
E. C. Coffin & Co., Salt Lake, Utah.
Horace Allen, San Francisco.
S. V. Armstrong, San Francisco.

Phil Bekeart Co., San Francisco.
W. F. Boardman & Co., San Francisco.
Cal.
A. L. Conger Co., San Francisco.
Omer Cox. San Francisco.
Geo. F. Eberhard Co., San Francisco.
Ewing-Lewis Co., San Francisco and
Los Angeles, Cal.
Edward Knoble & Son, Tacoma, Wash.
French & Linforth, San Francisco.
C. W. Gause Co., San Francisco.
W. H. Gilbert, San Francisco and Los
Angeles.

C. W. Gause Co., San Francisco.
W. H. Gilbert, San Francisco and Los
Angeles.
R. B. Hanna, Los Angeles.
Haven & Haven, San Francisco, Cal.
D. L. Herman, Seattle.
H. A. Heppner & Co., Portland.
Wm. P. Horn Co., San Francisco.
M. Howard, San Francisco.
M. Howard, San Francisco.
C. N. & F. W. Jonas, 708 Equitable
Savings Bank Bldg., Los Angeles.
C. N. & F. W. Jonas, 708 Equitable
Savings Bank Bldg., Los Angeles.
C. N. & F. W. Jonas, San Francisco.
E. A. Keithley, San Francisco.
E. A. Keithley, San Francisco.
C. A. Maydwell & Co., San Francisco.
O. A. J. Lebre, San Francisco.
J. T. McDevitt, San Francisco.
J. T. McDevitt, San Francisco.
J. T. McLean Co., Seattle.
Osgood & Howell, San Francisco.
Sanford Plummer, San Francisco.
A. Rannie, San Francisco.
O. S. Rhea, Berkeley, Cal.
Jno. T. Rowntree, San Francisco, Portland, Ore., Los Angeles and Denver, Colo.
Rowntree & Wishon, San Francisco.

Rowntree & Wishon, San Francisco. A. C. Rulofson, San Francisco and Los

A. C. Rulofson, San Francisco and Angeles.
C. H. Smith & Bro.. Los Angeles.
T. H. Speddy, San Francisco.
C. H. Stanyan, San Francisco.
Eugene C. Saul, San Francisco.
J. A. Tuthill. Los Angeles, Cal.
Westbrook & Cox, Los Angeles.
Thomas A. Williams, Salt Lake.
S. G. Wilson, Los Angeles.
Fred P. Winchester, San Francisco. Fred P. Wirchester, San Francisco.
John J. Wirtner, San Francisco.
Wright & Lacey, San Francisco.

MECHANICS' TOOLS

Buffum Tool Co., Louisiana, Mo.
The Keystone Mfg. Co., Buffalo, N. T
The James Swan Co., Seymour, Conn. Mo. 10. N. Y.

METAL CEILINGS Wheeling Corrugating Co., Wheeling, W. Va.

METAL LATH
Wheeling Corrugating Co., Wheeling,
W. Va.

METAL POLISH
J. C. Paul & Co., Chicago, Ill.

METAL SHINGLES Wheeling Corrugating Co., Wheeling, W. Va.

MILK CANS Sturgis & Burn. Chicago, Ill. MILLS—Coffee, Spice, Corn Lane Bros. Co., Poughkeepsie, N. Y.

MOTOR CARS
Bush Motor Co., Chicago, Ill. NAIL CLIPS H. C. Cook Co., Ansonia, Conn.

NAIL SETS James Swan Co., Seymour, Conn.

NAILS, STAPLES, SPIKES
American Steel & Wire Co., Chicago,
Ill.; San Francisco and Los Angeles,
Cal.; Portland, Ore., and Seattle,
Washington.

OIL POLISH
J. C. Paul & Co., Chicago, Ill.

OIL STONES The Carborundum Co., Niagara Falls, New York.

STOVES OIL Ringen Stove Co., St. Louis, Mo.

PACKING PRODUCTS
Expanded Wood Co., Evansville, Ind.

INTS
The Brininstool Co., Los Angeles, Cal.
Wm. Conners Paint Mfg. Co., Trey,
New York.
Joseph Dixon Crucible Co., Jersey
City, N. J.
Simmons Hardware Co., Brooklyn.
Salt Lake Hardware Co., Salt Lake
City Utah

City, Utah. Strevell-Paterson Hardware Co., Salt Lake City, Utah.

PAINT BRUSHES Rubberset Company, Newark, N. J.

PEDAL PADS Auto Pedal Pad Co., New York, N. Y.

PICTURE HOOKS AND WIRE
Parker Wire Goods Co., Worcester,
Mass.

Central Foundry Co., New York.
Abendroth Bros., Port Chester, N. Y.
Alabama Flue & Foundry Co., Anniston, Ala.
American Enameling Mfg. Corp., New
York, N. Y.
American Foundry & Pipe Co., Penns
Sta., Pa.
Anniston Foundry Co., Anniston, Ala.
Cassemer Soil Pipe Co., Beasemer, Ala.
Cassey Hedges Co., Chattanooga, Tenn.
Charlotte Pipe & Fdy. Co., Charlotte,
North Carolina.
Coosa Pipe & Foundry Co., Birmingham, Ala.
Crown Pipe & Fdy. Co., Jackson, O.
Gadsden Pipe Co., Gadsden, Ala.
Haines, Jones & Cadbury Co., Philadelphia, Pa.
J. D. Johnson Co., New York, N. Y.
Krupp Foundry Co., Lansdale, Pa.
Medina Foundry Co., Lansdale, Pa.
National Foundry Co., Of N. Y.,
National Foundry Co., Attalla,
Ala.
Reading Foundry & Supply Co., Read-

Ala.
Reading Foundry & Supply Co., Reading, Pa.
Salem Brass & Iron Mfg. Co., Salem. New Jersey.

New Jersey.
Sanitary Co. of America, Linfield, Pa.
Sommerville Iron Works, New York.
Standard Foundry Co., Anniston, Ala.
Superior Mfg. Co., Bessemer, Ala.
Union Foundry Co., Anniston, Ala.
A. Weiskittel & Son Co., Baltimore.
H. Wetter Mfg. Co., Memphis, Tenn.

PIPE BENDERS
Buffum Tool Co., Louisiana, Mo.
H. P. Martin & Sons, Owensboro, Ky. PIPE HANGERS

Beaton & Cadwell Mfg. Co., New Brit-ain, Conn. PIPE HOOKS

Berger Bros. Co., Philadelphia, Pa. PIPE ROLLS

Beaton & Cadwell Mfg. Co., New Britain, Conn.

PIPE WRENCHES
Trimont Mfg. Co., Roxbury, Mass.

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PIVOTS-Ball Bearing Bommer Broa., Brooklyn, N. Y.

PLANES Stanley Rule & Level Co., New Bris- RAZOR STROPS ain, Conn. The Carborundu

PLATES—Kick Bommer Bros., Brooklyn, N. Y.

PLATES—Push Bommer Bros., Brooklyn, N. Y.

PLUMBING SPECIALTIES Buffum Tool Co., Louisiana, Mo. Armstrong Mfg. Co., Bridgeport, Ot. Otto Bernz, Newark, N., Boston Brass Co., Waltham, Mass. Otto Berzz, Newark, N. J.
Boston Brass Co., Waltham, Mass.
Clayton & Lambert Mfg. Co., Detroit,
Michigan.
Crescent Tool Co., Jamestown, N. Y.
Detroit Brass Works, Detroit, Mich.
Hays Mfg. Co., Erie, Penn.
H. P. Martin & Sons, Owensboro, Ky.
Nye Tool & Machine Works, Chicago.
Thos. Savill's Sons, Philadelphia, Pa.
Trimont Mfg. Co., Roxbury, Mass.
Turner Brass Works, Syracuse, Ill.
Excelsior Bag & Mfc. Co., Troy, N. Y.
M. L. Kline, Portland, Ore.

PLUMBING SUPPLIES Smooth-On Mfg. Co., Jersey City, N. J.

PLUMBING TOOLS
Buffum Tool Co., Louisiana, Mo.
Boston Brass Co., Waltham, Mass.
Greenfield Tap and Die Corporation,
Greenfield, Mass.
Keystone Mfg. Co. Buffalo, N. Y.
Nye Tool & Machine Works, Chicago.
Trimont Mfg. Co., Roxbury, Mass.

PLUMBERS' TOOL ROLL Excelsior Bag & Mfg. Co., Troy, N. Y.

POLISH J. C. Paul & Co., Chicago.

POCKET COMPASSES Schuette chuette Recording Manitowoc, Wis. Compass Co.,

PRUNING HOOKS
Henry Disston & Sons, Philadelphia.

PRUNING SAWS
Henry Disston & Sons, Philadelphia.

PULLEYS Russell & Erwin, New Britain, Conn., SAWS and San Francisco, Cal.

PULLEYS—Awning
P. & F. Corbin, New Britain, Conn. PUMP VALVES AND PLUNGERS Berger Bros. Co., Philadelphia, Pa. PUMPS

Goulds Mfg. Co., Seneca Falls, N. Y.
Lansing Wheelbarrow Co., San Francisco, Cal.
Pacific Hardware & Steel Co., San
Francisco, Cal.
Woodin & Little, San Francisco, Cal.

PUSH PLATES

Bommer Bros., Brooklyn, N. Y. P. & F. Corbin, New Britain, Conn. RADIATOR VALVES--Key and Wood

Beaton & Cadwell Mfg. Co., New Brit-ain, Conn. RAILWAY CAR MOVERS
G. D. Rowell & Son, Appleton, Wis.

RANGES

Jas. Graham Mig. Co., California.
Ringen Stove Co., St. Louis, Mo., San Francisco, Cal.

RAZORS Baker & Hamilton, San Francisco, Cal. Simmons Hdw. Co., St. Louis, Mo.

RAZOR HONES The Carborundum Co., Niagara Falls, New York.

The Carborundum Co., Niagara Falls, New York.

REAMERS Greenfield Tap and Die Corporation, Greenfield, Mass.

REFRIGERATORS
Baldwin Refrigerator Co., Burlington, Vermont.
Maine Mfg. Co., Nashua, N. H.
Simmons Hdw. Co., St. Louis, Mo.

RIVETS Edwin B. Stimpson Co., Brooklyn, N.Y.

RIVETING MACHINES
F. H. Smith Mfg. Co., Chicago, Ill.
Wheeling Corrugating Co., Wheeling,
W. Va.

ROASTERS Central Stamping Co., Brooklyn, N. Y.

Hammond Lumber Co., Los Angeles. Pioneer Paper Co., Los Angeles and San Francisco, Cal.

ROOFING CEMENT Wm. Conners Paint Mfg. Co., Troy, New York.

ROPE

Columbian Rope Co., Auburn, N. Y. Portland Cordage Co., Portland and Seattle.

RUBBER HOSE

Goodyear Rubber Co., San Francisco and Portland.

Lufkin Rule Co., Saginaw, Mich. Stanley Rule & Level Co., New Brit-ain, Conn.

SADDLERY HARDWARE Hardware Specialties Mfg. Co., Wabash, Ind.

SASH CORD Samson Cordage Works. Boston, Mass.

Henry Disston & Sons, Philadelphia.
Goodell-Pratt Co., Greenfield, Mass.
Simmons Hdw. Co., St. Louis, Mo.
Simonds Mfg. Co., Fitchburg, Mass.,
San Francisco and Portland, Ore.
L. S. Starrett Co., Athol, Mass.
Thomson-Diggs Co., Sacramento, Cal.

SAW SETS Henry Disston & Sons, Philadelphia. E. C. Atkins, Indianapolis, Ind.

SCALES Detroit Automatic Scale Co., Detroit,

Michigan.
The Jacobs Bros. Co., Inc., New York.
Pelouze Mfg. Co., Chicago, III.
Triner Scale & Mfg. Co., Chicago.

SCREW PLATES

Greenfield Tap and Die Corporation, Greenfield, Mass.

SCREW CASES

American Bolt & Screw Case Co., Dayton, O.

SCREW DRIVERS

Buffum Tool Co., Louisiana, Mo. Bridgeport Hardware Mfg. Corp., Bridgeport, Conn.

Henry Disston & Sons, Philadelphia. Goodell-Pratt Co., Greenfield, Mass. North Bros., Philadelphia, Pa. The James Swan Co., Seymour, Conn. Stanley Rule & Level Co., New Brit-ain, Conn.

SCREEN DOOR HINGES
Bommer Bros., Brooklyn, N. Y.
Lawson Mfg. Co., Chicago, Ill.

SCREEN DOOR SETS
Bommer Bros., Brooklyn, N. Y.
Chicago Spring Butt Co., Chicago, Ill.
Russell & Erwin, New Britain, Conn.,
and San Francisco, Cal.
Stanley Works, New Britain, Conn.

SCYTHES Granucci Hardware Co., San I cisco, Cal., and St. Louis, Mo.

SCYTHE STONES The Carborundum Co., Niagara Falls, New York.

SEEDS Aggeler & Musser, Los Angeles, Cal.

SHARPENING STONES

A. W. Pike & Co., San Francisco,
Pike Mfg. Co., Pike, N. H.

SHARPENING MACHINE
Hyfield Mfg. Co., New York, N. Y.

SHAVING BRUSHES Rubberset Co., Newark, N. J.

SHEEP SHEARING MACHINES AND TOOLS Chicago Flexible Shaft Co., Chicago.

SHEETS-Black and Galvanized Wheeling Corrugating Co., Wheeling, W. Va.

SHOTGUN SHELLS
Peters Cartridge Co., San Francisco
and Cincinnati, O.

SILVERWARE International Silver Co., Meriden, Ct.

SKILLETS New York Stamping Co., Brooklyn. Wheeling Corrugating Co., Wheeling, W. Va.

SLIDING CASTERS
Domes of Silence Co., New York, N. Y.
Onward Mfg. Co., Mensaha, Wis.

SLIDING DOOR LATCHES
Lane Bros. Co., Poughkeepsie, N. Y.
Richards-Wilcox Mfg. Co., Aurora, Ill.

SNAPS
Covert Mfg. Co., Troy, N. Y.
North & Judd Mfg. Co., New Britain, Conn.

SOLDER Wheeling Corrugating Co., Wheeling, W. Va.

SPARK PLUGS
Eclipse Mfg. Co.

SPIDERS
New York Stamping Co., Brooklyn.
Wheeling Corrugating Co., Wheeling,
W. Va.

SPORTING GOODS
Burke Golf Co., Chicago, Ill., and
Newark, Ohio Colt's Patent Firearms Co., Hartford, Conn.

Conn.
Du Pont Powder Co., Wilmington, Del.
Honeyman Hardware Co., Portland, Or.
Jensen, King, Byrd Co., Spokane, Wn.
Peters Cartridge Co., Cincinnati, O.
Remington Arms U. M. O. Co., New
York, N. Y.
Strevell-Paterson Hardware Co., Salt

Lake City, Utah. Ware Bros. Co., Spokane, Was Whiton Hardware Co., Seattle, Wash.

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SPRING BUTTS

Bommer Brothers, Brooklyn, N. Y.
Chicago Spring Butt Co., Chicago, Ill.
Shelby Spring Hinge Co., Shelby, O.

SPRING LEAF SPREADER
Spring Leaf Lubricator Co., Ann Arbor, Mich.

SPRING HINGES Rommer Brothers, Brooklyn, N. Y.
Chicago Spring Butt Co., Chicago, Ill.
TIRES
Shelby Spring Hinge Co., Shelby, O.
The Stanley Works, New Britain, Ct.
Sa

SPRINKLERS AND HOLDERS
Beaton & Cadwell Mfg. Co., New Britain, Conn.

SPUD WRENCHES
Beaton & Cadwell Mfg. Co., New Britain, Conn.

STAMPED STEEL HARDWARE Shelby Spring Hinge Co., Shelby, O.

STAPLES-Wire McKinney Mfg. Co., Pittsburgh, Pa.

STEAK AND FISH PLANKS Lansing-Company, San Francisco, Cal.

STEEL FENCE POSTS
American Steel & Wire Co., Chicago,
Ill.; San Francisco and Los Angeles,
Cal.; Portland, Ore., and Seattle,
Washington.

STEEL SHEETS
Brier Hill Steel Co., Youngstown, O.,
and San Francisco, Cal.

STOCKS AND DIES
Armstrong Mfg. Co., Bridgeport, Ct.
Greenfield Tap and Die Corporation,
Greenfield, Mass.

STOVES OVES
Oulter & Proctor Stove Co., Peoria, Ill.
Hess' Snyder Mfg. Co., Massilion, O.
Jas. Graham Mfg. Co., San Francisco.
Jensen, King, Byrd Co., Spokane, Wn.
Ringen Stove Co., St. Louis, Mo., San
Francisco, Cal.
Spokane Stove Repair Works, Spokane,
Washington.

STOVE PIPE CRIMPER
Packham Crimper Co., Mechanicaburg,

Ohio. STOVE POLISH

Joseph Dixon Crucible Co., Jersey City, N. J. STOVE PUTTY

William Conners Paint Mfg. Co., Troy, New York.

STOVE REPAIRS Spokane Stove Repair Works, Spokane, Wash.

SULPHUR MACHINES
Granucci Hardware Co., San I
cisco, Cal., and St. Louis, Mo. Fran-TACKLE BLOCKS -Automatic

Lane Bros. Co., Poughkeepsie, N. Y. TANKS—Pneumatic Water Supply Wm. B. Scaife & Sons, Pittsburgh, Pa.

TANKS—Steel
Wm. B. Scaife & Sons, Pittsburgh, Pa.

TAPS AND DIES
Greenfield Tap and
Greenfield, Mass. and Die Corporation, TAPES

Luftin Rule Co., Saginaw, Mich.
L. S. Starrett Co., Athol, Mass.
THREADING MACHINES
Armstrong Mfg. Co., Bridgeport, Ct.
Greenfield Tap and Die Corporation.
Greenfield, Mass.

TIMBER HANGERS Lane Bros. Co., Poughkeepsie, N. Y.

TIN AND TERNE PLATE Wheeling Corrugating Co., Wheeling, W. Va.

TINWARE Central Stamping Co., New York, N. Y.

Diamond Tire Co., Akron, O., and San Francisco, Cal. B. F. Goodrich Bubber Co., Akron, Ohio, and San Francisco, Cal. Hartford Rubber Works Co., New York U. S. Tire Co., New York, N. Y.

TIRE PATCHES
W. C. Wood Co., Minneapolis, Minn.

TIRE PUMPS J. H. Haney & Co., Hastings, Neb.

Buffum Tool Co., Louisians, Mo.
Henry Disston & Sons, Philadelphia.
Goodell-Pratt Co., Greenfield, Mass.
Lebanon Machine Co., Lebanon, N. H.
North Bros. Mfg. Co., Philadelphia.
Simmons Hdw. Co., St. Louis, Mo.
Stanley Rule & Level Co., New Britsin, Conn.
L. S. Starrett Co., Athol, Mass.
Strevell-Paterson Hdwe. Co., Salt Lake
City, Utah.

City, Utah.
Vaughan & Bushnell Mfg. Co., Chicago, Ill.

TOOL HOLDERS

J. H. Williams & Co., Brooklyn, N. Y. TOOL ROLLS

Buffum Tool Co., Louisiana, Mo. Excelsior Bag & Mfg. Co., Troy, N. Y.

Clayton & Lambert Mfg. Co., Detroit, Michigan. Otto Bernz, Newark, N. J. Turner Brass Works, Sycamore, Ill.

TRANSOM OPERATORS Russell & Erwin, New Britain, Conn., and San Francisco, Cal.

TROLLEYS-Overhead Lane Bros. Co., Poughkeepsie, N. Y.

TRUCKS Lansing-Company, San Francisco, Cal.

TRUCKS-Stove Universal Caster & Foundry Co., New-ark, N. J.

TRUNKS AND BAGS

Salt Lake Hardware Co., Salt Lake City, Utah.

VACUUM BOTTLES Landers, Frary & Clark, New Britain, Conn.

VALVE GRINDING COMPOUND Carborundum Co., Niagara Falls, N. Y. VISES

Goodell-Pratt Co., Greenfield, Mass. Millers Falls Co., New York, N. Y. VULCANIZERS
Safety Vulcanizer Mfg. Co.

WASHING MACHINES

Eagle Woodenware Mfg. Co., Hamilton, Ohio. Johnson Electric Washer Co., San

Johnson Electric Washer Co., San Francisco, Cal. Pacific Hardware & Steel Co., San Francisco, Cal.

WASHERS-Wrought Steel

The Stanley Works, New Britain, Ct. Wrought Washer Mfg. Co., Milwaukee, Wisconsin.

WASTE Royal Mfg. Co., Rahway, N. J.

WATER COOLERS
Central Stamping Co., New York.

WATERING POTS
Central Stamping Co., New York.

WELDLESS WIRE CHAIN eveland Galvanizing Works Co., Cleveland, Ohio. Cleveland

TOGGLE BOLTS
Richards-Wilcox Mfg. Co., Aurora, Ill. WHEELBARROWS
Lansing Wheelbarrow Co., San Francisco, Cal.

WIRE AND WIRE SPECIALTIES
John A. Roebling Sons Co., Portland, John A. I Oregon.

WIRE FENCES

United States Steel Products Co., San Francisco, Los Angeles, Portland and Seattle. Whiton Hdwe. Co., Seattle, Wash.

WIRE GOODS
Parker Wire Goods Co., Worcester,

WIRE NAILS Pittsburgh Steel Co., Pittsburgh, Pa. United States Steel Products Co., San Francisco, Los Angeles, Portland Francisco, I and Seattle.

WIRE PRODUCTS
Pittsburgh Steel Co., Pittsburgh, Pa.
United States Steel Products Co., San
Francisco, Los Angeles, Portland Francisco, I and Seattle.

WIRE RODS American Steel & Wire Co., Chicago, Ill.; San Francisco and Los Angeles, Cal.; Portland, Ore., and Seattle, Washington.

WIRE ROPE American Steel & Wire Co., Chicago, Ill.; San Francisco and Los Angeles, Cal.; Portland, Ore., and Seattle, Washington.
John A. Roebling's Sons Co., Port-John A. Ro land, Ore.

WRAPPING PRODUCTS
Expanded Wood Co., Evansville, Ind.

WRENCHES

RENCHES
Buffum Tool Co., Louisiana, Mo.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Crescent Tool Co., Jonestown, N. Y.
The Keystone Mfg. Co., Buffalo, N. Y.
Frank Mossberg Co., Attleboro, Mass.
Trimont Mfg. Co., Roxbury, Mass.

WRINGERS Eagle Woodenware Mfg. Co., Hamilton, Ohio White Mop Wringer Co., Fultonville, New York.

WROUGHT STEEL WASHERS Stanley Works, New Britain, Conn. Wrought Washer Mfg. Co., Milwaukee, Wisconsin.



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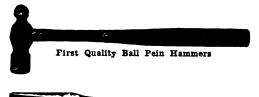
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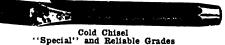
### THE BUFFUM TOOL CO.

LOUISIANA, MO.

#### "HIGH GRADE TOOLS FOR HIGH GRADE WORKMEN"

"Swastika" Trade Mark Registered U. S. Patent Office









Tinners' and Farmers' Rivet Sets

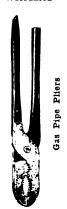


Star Drill

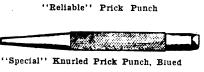


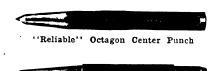


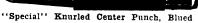












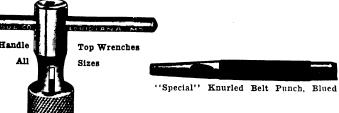


"Special" Knurled Nail Set, Blued



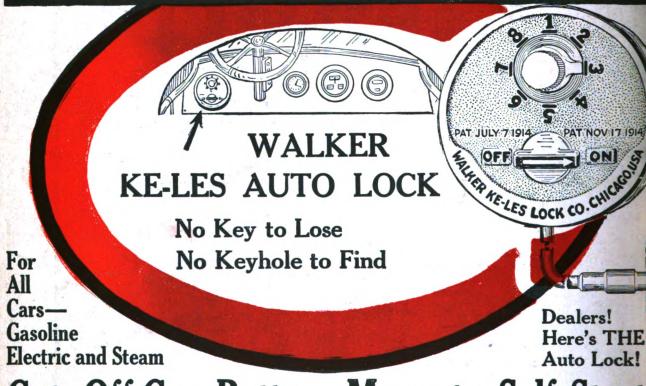
Combination Pliers
"Special" Quality Forged Steel

C. W. GAUSE CO. Room 605 Williams Bldg.



Western Sales Agents
693 Mission St.
SAN FRANCISCO, CAL.

# AUTOTHIEVES V FOI



Cuts Off Gas, Battery, Magneto, Self-Starte

You can see at a glance, Mr. Dealer, that the Walker Ke-Les is the right idea in an auto lock. No key of any kind is used. The Walker Ke-Les works on the combination principle. Same principle as the combination lock for modern burglar-proof safes and bank vaults—only much simpler. Over 3,500 Walker Ke-Les Locks already in use. It is the lock that motordom has always wanted. It is the lock that the dealer has always wanted to sell. It is the one lock that makes every car-gas, electric and steam absolutely safe from theft.

### (\$15 Properly Installed)

100% Profit

80% of the business you do yields you a profit of only 15 to 30%. On the Walker Ke-Les Auto Lock you make a profit of 100%. You sell the lock for \$10 and get an extra \$5 for installing it. We advertise this \$5 installation price broadcast so that you are protected on it.

### **Immediate** Delivery

No matter what your experience has been with other socalled "Auto Locks" you'll find the Walker Ke-Les to be the one right proposition in every respect, from the merit of the lock itself to the matter of keeping dealers always supplied.

WRITE! Mail the coupon and get Descriptive Folder on this marvelous auto lock; our dealer's proposition; particulars of our money-back guarantee and our big, national advertising campaign.

#### SPECIAL FEATURES -

No key to lose or leave in lock. No keyhole to find. Over 87,000 changes to the combination,

Locks and unlocks faster than one could find his key.

No complicated mechanism or tumblers—just smooth operating discs. Can't get out of order.

Can be installed on any car—gas, electric or steam Sets flush with dash or instrument board, right in from

Absolutely prevents "back-fire" from setting car afire Complies with Insurance, Fire and Police requirements regarding cars standing in street.

### "Tell me about it" Coupor

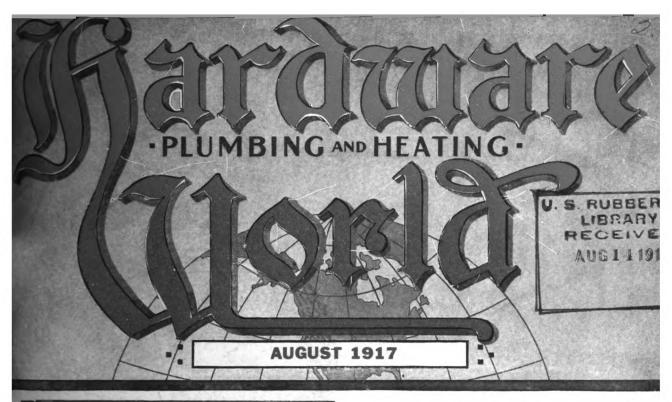
WALKER KE-LES AUTO LOCK COMPANY Dept. H, Cunard Bldg., Chicago, Illinois

Gentlemen: Please send me Descriptive Folde on your Walker Ke-Les Auto Lock and you dealer's proposition.

Name and Address

WALKER KE-LES LOCK CO.

JAMES H. CUMMING, Sales Manager (1886) 1886





YOU are probably finding that your customers are becoming as careful about the equipment of their garages as they are about the equipment of their cars.

It pays them in satisfaction, convenience, economy and security to have



#### MADE ESPECIALLY FOR GARAGES

Stanley Garage Door Holder No. 1774 prevents the swinging door from injuring the car or occupants.

Stanley Butts and Hinges prevent the doors from sagging and permit them to be opened and closed easily.

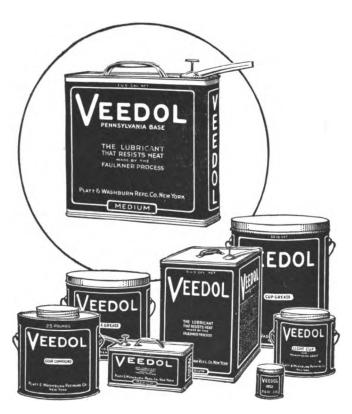
Stanley Bolts lock the doors firmly shut, are strong and sightly.

Stanley Latches and Door Pulls are well designed, are sturdy, and are comfortable to operate.

Your customers know the high reputation of Stanley Products. It will pay you to stock them if you are not already doing so.

Write today for our book "Selling More Stanley Garage Hardware"





# \$2,000,000 in profits for retailers

Come into the Veedol family and get your share

Last year the sales of Veedol trebled.

Did your sales of automobile lubricating oil grow that fast?

This year, the Veedol business is doubling up. Retailers on the Pacific coast report 60% - 90% - 120%, and even larger gains over last year.

Are your oil sales stepping up like that?

#### The easy profits

This year, the profits of Veedol dealers will amount to at least \$2,000,000.

We make Veedol easy to sell. Most dealers say it sells itself. That's where you make your easy money.

Good profits — Big volume — A line of goods that adds to your prestige — A-1 cooperation — The greatest ad-

vertising campaign in the history of automobile lubricants—These are the advantages of the Veedol proposition.

#### Advertised to 27,352,000 readers

Throughout 1917, Veedol is being advertised in the big national magazines and in the most important farm papers. The circulation of these publications is 7,088,000. That means 27,352,000 people see the Veedol advertisements.

#### Veedol reduces sediment 86%

These two bottles show why Veedol is superior to all ordinary oils. Both bottles contain samples of oil

taken after 500 miles of running. Notice that ordinary oil in the left hand bottle contains fully seven times as much sediment as Veedol in the right hand bottle.

This sediment in ordinary oil is the greatest cause of friction and wear in automobile engines. Veedol reduces sediment by 86%.

Veedol is unlike ordinary oil because it is made by the Faulkner Process—a discovery controlled exclusively by the Platt & Washburn Company.

Motorists everywhere are now using Veedol and telling their friends about it.

#### Write for name of nearest Veedol jobber

Applications for Veedol should be placed at once to insure prompt delivery. Write our nearest office for name of jobbers located near you.

Send today for the 1917 Veedol proposition. Begin now to get the extra profits from this wonderful lubricant.

#### PLATT & WASHBURN REFINING COMPANY Monadnock Building, San Francisco, Cal.

Main Office: New York City Branches in Boston, Philadelphia, Chicago



The demand for Veedol greases is increasing rapidly. They have the same high quality as Veedol. There is a special Veedol grease for every purpose.

Keal is a new soap for automobiles. It is made of pure potash.

More motorists are learning every day that it preserves lustre and does not injure varnish.



Ordinary oil Veedol after after use use

Showing samples taken after 500 miles of running. Note that seven times as much sediment is formed by heat in ordinary oil as in Veedol.





Here are facts that will interest manufacturers in their inspection work.

In the first place the Starrett Bench Micrometer Caliper, because of the lock nut, can be used as a gage to determine the accuracy of duplicate parts of any size up to an inch. You will notice, it has a heavy base and a three point support so that it will stand firmly on any surface. It is readily adjustable for wear too, a most important feature. Just bring the points together, turn the graduated sleeve with the small spanner wrench until the lines marked zero coincide—and there you are. You have a gage that may be used to maintain the accuracy of parts of a thousand different sizes—and it is always accurate.



42-687



# Let us give these books to your customers



Any of your customers who have stumps or boulders to blast, trees to plant, hardpan to break or land to drain will be glad to have some of these five attractive books. All were written by experienced men to Cover Pacific Coast conditions. They are the only books prepared especially to guide Western farmers and fruit growers in their work. They have covers in natural colors. They are the most instructive and valuable books on blasting ever issued.

If you are now a distributor of



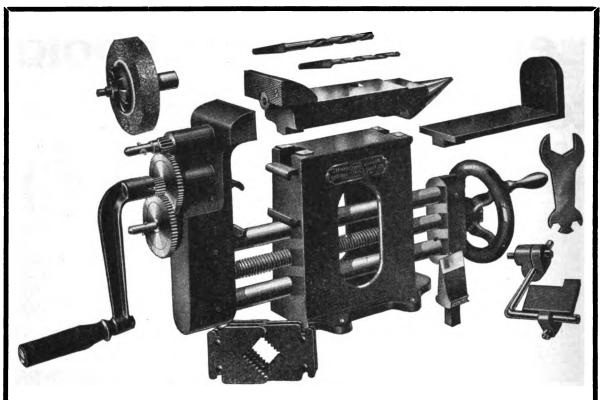
a supply of these books will be sent to you on request, and your name and address will be printed on the Cover of each book.

If you are not selling Giant Farm Powders we will furnish the books, imprinted, if you will arrange to take orders for Giant Powders and Giant Blasting Supplies.

In addition we will send you the names of farmers in your territory who write to us for these books as a result of our large advertisements in all of the Pacific Coast farm papers. We will help you, too, in many other ways. Let us send you our books.

#### Get a sample set now—mail this coupon

The Giant		•	•			•		
☐ Send us o ☐ Send us y increa	our book, "He se his sales of	elping the Ret	ailer Sell Gi			Subsoiling and Detail how you he		
Pirm Name			······································	•••••	 •••••		•••••	
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Buyer's Name	B		••••••	•••••	 			



THE GREAT SIX-IN-ONE TOOL THAT PLEASES THE USER EVERY TIME IS THE

# Stewart Handy Worker

This uniquely practical combined tool machine comprises—

A good, sturdy anvil.,

A steel-faced vise opening up to  $4\frac{1}{2}$  inches.

A steel pipe vise up to  $1\frac{1}{2}$  inches.

A substantial corundum grinding wheel.

A two-speed drill press.

A cutting hardie.

Complete outfit boxed weighs 90 pounds.

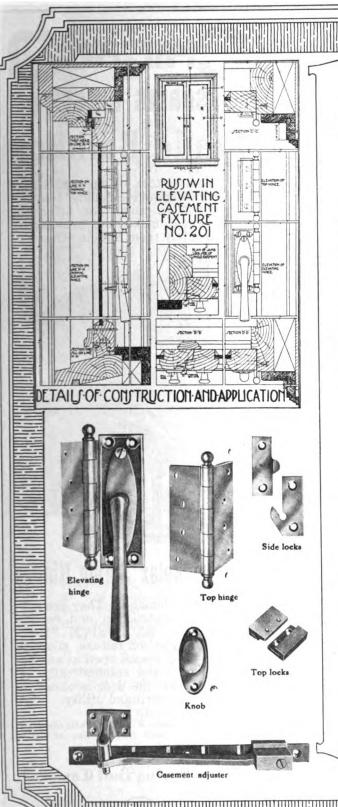
List \$14.00 f. o. b. Chicago.

Western list, \$16.00.

From your jobber or direct.

### CHICAGO FLEXIBLE SHAFT COMPANY

N. LA SALLE AND ONTARIO STS., CHICAGO



#### RUSSWIN Elevating Sash Fixtures

Formerly made by Tabor Sash Fixture Co.

Approved and adopted by the supervising architect of the Treasury Department for use on casement sash in Federal Buildings.

For use only on specially constructed sash, vertically hinged and opening in or out.

The lever operating handle raises the sash ½ inch and in the same operation unlocks it at top and side. It is so arranged that the sash can not be lowered while in an open position.

#### Advantages

Sash hung with these fixtures are absolutely weather-proof. The fixture draws the sash down, as well as elevates it, locking plates at both top and center, making absolutely tight joints all around.

By the use of this type of fixture, sash is absolutely burglar proof as they cannot be forced or jimmied from the outside.

> Catalog and full information will be sent on request

# RUSSELL & ERWIN MFG. COMPANY

The American Hardware Corporation Successor New Britain, Conn.

New York San Francisco Chicago London, England



# **B** V&B Hammers

Made with our Non-slip Claw. The claw grips. It never slips. V. & B. Nail Hammers will pull a headless nail through a two-by-four.



Vaughan's Vanadium Nail Hammer is the toughes, strongest Hammer made. Vanadium cleanses the steel and a tool free from impurities is the result.

None genuine without the wax hole in the end of the handle. Retail price, \$1.50 each.

We also manufacture all the standard patterns.

V. & B. Hammers must be right before they leave our factory. There is no guess work. Write for eircular, "Facts your salesmen should know about Hammers." Your jobber will be glad to quote you. Our catalogue illustrates 1000 good tools.

# Vaughan & Bushnell Mfg. Co.

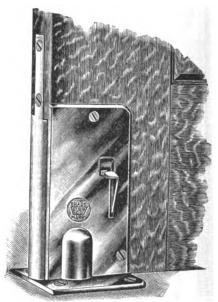
Makers of fine Tools Chicago.

# CHICACO MARK

#### SPRING HINGES

# Trade Building

Have you a stock of Spring Hinges that have distinctive selling features which your salesman can offer and which would make the prospective purchaser buy them and no other?



# Chicago "Relax" Spring Hinges

are in great demand. They are substantial in construction and readily applied. The EXCLUSIVE FEAT-URE of spring action release, allowing the door to be placed open at any desired position and automatically reengaging when the door is closed, is of recognized merit and utility.

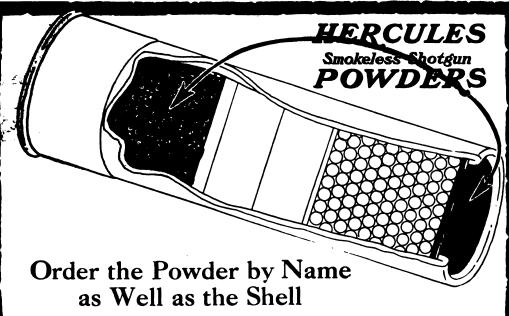
Send for Catalogue W-32. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company,

CHICAGO



**NEW YORK** 



F you will give the matter a moment's thought you will agree that the powder contained in the shotgun shells you sell is a factor of prime importance to your customers.

This being so it is a matter of ordinary good business when ordering loaded shotgun shells to specify that they be loaded with a powder with which your customers are familiar—a powder which you can freely recommend.

You get such a powder when you specify either Infallible or "E. C."—the two Hercules Smokeless Shotgun Powders.

Undoubtedly the names of the shells you carry in stock are given in the list at the right. You can obtain either of these Hercules Powders in those shells by specifying it when you order.

As you know, on the cover of the box in which the shells are sold is printed the name of the powder with which the shell is loaded. Look for this name when buying. See that it is either Infallible or "E. C." You will create satisfied customers by so doing.

If you are not familiar with the advertising service which we give to retailers of shells and ammunition it will pay you to drop us a postal asking about it.

HERCULES POWDER CO.

9 West 10th Street

Wilmington



Delaware

Infallible and "E. C." can be obtained in all of the following makes of shotgun shells.

PETERS
REMINGTON
SELBY
U. S.
WESTERN
WINCHESTER

# PHOENIX

# Horse and Mule Shoes and Bull Dog Toe Calks

# BEST IN THE WORLD

PHOENIX SHOES ARE KEPT IN STOCK BY THE FOLLOWING HOUSES

PACIFIC HARDWARE & STEEL COMPANY San Francisco, California.

WATERHOUSE & LESTER COMPANY

San Francisco, California, Etc.

PERCIVAL IRON COMPANY

Los Angeles, California.
NORTHWESTERN HDW. & STEEL CO.

Portland, Oregon.

J. E. HASELTINE & CO. Portland, Oregon.

WEST COAST WAGON CO., Tacoma, Wash. GRAY BROTHERS, Scattle, Wash.

HOLLEY-MASON HARDWARE COMPANY Spokane, Washington.

SCOVEL IRON STORE COMPANY San Francisco, California.

TAYLOR-SPOTSWOOD HARDWARE CO.

San Francisco, California.

SPOTSWOOD-HELFER COMPANY

San Francisco, California.

NORTHROP HARDWARE CO. Boise, Idaho.

SALT LAKE HARDWARE COMPANY Salt Lake City, Utah.

GEO. A. LOWE CO., Ogden, Utah.

MANUFACTURED BY

### PHOENIX HORSE SHOE CO.

Largest Horse Shoe Manufacturers in the World

CHICAGO, ILL.

ROLLING MILLS AND FACTORIES — JOLIET, ILL., POUGHKEEPSIE, NEW YORK

i di disde d

# How Many Monthly Statements Do You Send Out?

In the same envelope with each statement, many dealers are sending one of our attractive two-color business-building folders—no extra postage cost.

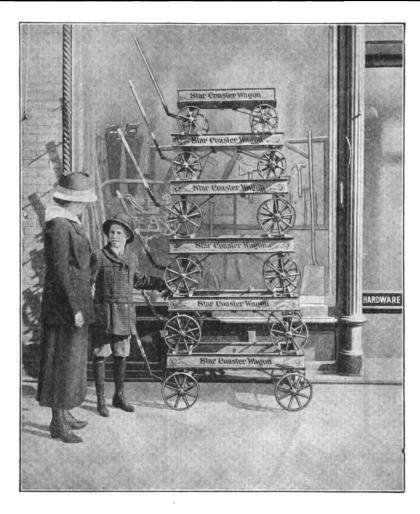
They help to sell more firearms and ammunition over retail counters. These and many more are ready to send to you.



# Fill Out This Mailing Schedule—We'll Ship Folders to You Regularly WITHOUT COST

Town	County Stat	e
We mail about	statements on theof eve	ry month.
We would like to have your	No.Extra.Postage-Folders on subject	te indicated apparite manthe
as follows: (State whether smunition, etc.)	No-Extra-Postage-Folders on subject 22's, shotguns, shotshells, big game	rifles, pistol and revolver am-
munition, etc.)		· ·
as follows: (State whether munition, etc.)  August	November	· ·

THE REMINGTON ARMS UNION METALLIC CARTRIDGE CO., Inc.
Woolworth Building, New York City



# STRENGTH and APPEARANCE

The appearance of STAR and Overland Wagons sells them on sight. Clear, clean, white ash boxes finished with two fine coats of implement coach varnish, covered on the bottom as well as on the sides—an honest job of finishing. Artistically striped, scrolled and stenciled.

This, because we realize that "Looks" make the first sale and our quality shows at a glance or on minute inspection.

But while "looks" may make the first sale, "Durability" is what makes the repeat orders. And from a "wear" standpoint, our wagons have no equal. The rim of the wheels is pressed around the spokes, making it impossible for them to loosen. An all-steel construction below the box includes a brace for the front axle.

The full roller bearing wheels make our wagons an easy pull for the small child. In our construction are embodied all modern improvements and many exclusive features which make Hunt, Helm, Ferris & Co. wagons the most satisfactory on the market to-day.

Write for our catalog-it gives you complete information about these wagons. It's FREE.

#### HUNT, HELM, FERRIS & CO.

66 Hunt Street, Harvard, Illinois

Morse Hdwe. Co., Bellingham, Wash. Pacific Hdwe. & Steel Co., San Francisco, Cal. Jensen, King & Byrd Co., Spokane, Wash. Henry Mohr Hdwe. Co., Tacoma, Wash. Honeyman Hdwe. Co., Portland, Oregon. Seattle Hdw. Co., Seattle, Wash. Holley, Mason Hdw. Co., Spokane, Wash



# **Up-to-date System for Retail Stores**

#### Electrically Operated National Cash Register

Greatest labor-saving machine for retail merchants.

It does 15 things in three seconds.

It does quickly what clerks can't do.

Tells which clerk sells the most goods.

Advertises your goods direct to your customers.

#### The New N. C. R. Credit File

Cuts out all bookkeeping of customers' accounts.

No customers' ledger, blotter or daybook.

Every customer's account balanced to the minute.

Complete record with one writing. Saves time and work for clerks.

Customers like it; it saves their time.

War or no war, prosperity is increasing. Hence don't delay.

Order now and get the profits which our system will make for you.

It more than pays for itself out of the money it saves. Sold on small monthly payments. Old cash registers repaired, bought, sold, rebuilt and taken in exchange for new registers.



#### Adapted to retail stores of all kinds, from the smallest to the largest

#### To Dept. 137, National Cash Register Co., Dayton, 0.

Please send me full particulars of your latest model cash register and the new N. C. R. credit file.

Get the benefit of these prosperous times.

Name
------

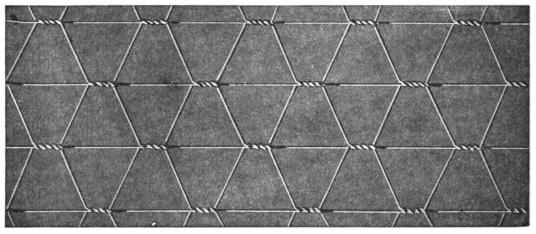
Business\_\_\_\_\_

Address

Cut out this coupon and mail it today

Digitized by Google

# Ideal Poultry and Rabbit Fence



#### Is a Fence and Not a Netting

The horizontal wires in the Ideal Fence make it possible to stretch it perfectly, and FEWER POSTS ARE NEEDED and NO TOP OR BOTTOM RAIL. Posts may be set a rod apart, and if the fence is well stretched it will be strong and effective.

Hexagon mesh poultry netting is good and has many uses, but it cannot be stretched without pulling together in the middle, hence top and bottom rails are necessary and the posts must be close together.

Like all fences the heavier the wire the longer it will last, so we recommend the heavier styles; but for many purposes, like protecting a young orchard or vineyard where a cheap fence is good enough, the No. 20 will do the work effectively and is less expensive when erected than any other fence or netting with the same size of mesh.

For permanent poultry yards the heavier styles are better and cheaper, life of fence considered.

In all weights and styles the horizontal wires are two inches apart. The size of mesh is governed by the spacing of the mesh wires. Every style has a cabled selvage both top and bottom.

# AMERICAN STEEL & WIRE COMPANY United States Steel Products Company

SELLING AGENTS

Sau Francisco Los Angeles Portland

Awarded the Grand Prize at the Panama-Pacific Exposition.

Seattle



Corbin Locks

P. & F. CORBIN

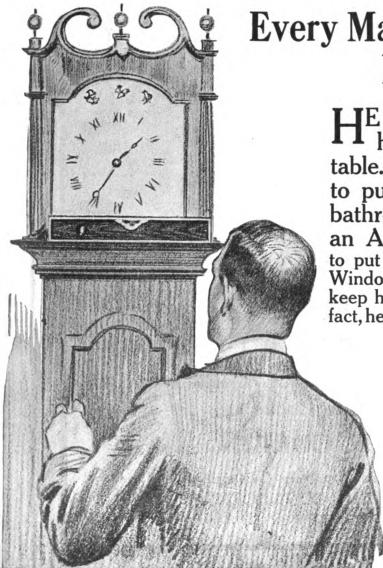
The American Hardware Corporation **NEW BRITAIN, CONNECTICUT** 

&. F. CORBIN of Chicago

P. & F. CORBIN of New York

P. & F. CORBIN Division

# GOODELL PRATT 1500 GOOD TOOLS



Every Man in Your Town Needs Tools

HE needs a level to level his clocks or his pool table. He needs Mr. Punch to put up curtain rods and bathroom fixtures. He needs an Automatic Screw Driver to put on Screen Doors and Storm Windows. He needs a Grinder to keep his knives and tools sharp. In fact, he needs a large number of tools.

Goodell-Pratt advertising is teaching millions of these men that they need good tools. They know that Goodell-Pratt Tools are good tools. Let us tell you how you can profit by it.

**Goodell-Pratt** 



Company

Toolsmiths

Greenfield, Mass.



# Remove Stock Rapidly and Smoothly



### "The DELTA

Is the only Line of Files from 3 to 24 inches that are made absolutely of

> CRUCIBLE STEEL"

This high quality material and our scientific hardening and tempering methods enable us to produce files of exceptional durability.

Delta Files are made in several shapes and sizes—there is a shape and size for your particular requirement.

Use Delta Files in your shop
—you will increase your output and greatly reduce your
cost of filing.



 $\sim$ 

This trade mark safeguards the interests of thousands of file users everywhere. Always look for it.

DELTA FILE WORKS
PHILADELPHIA, PA.



A Steady
Flow of Profits
From an
Endless Source
of Satisfaction

There's a steady stream of profit for you in handling

#### Bulldog, Samson, Hodell CHAINS

For Every Purpose

and it's sure to satisfy.

Write for samples and list prices on Cleveland Galvanizing Works Co. Chain in cartons, reels, kegs or made up in specialties such as porch swing and hammock chains, cow ties, halters, etc.





# Stanley Tools



# Stanley Handled Hammers

For Carpenters, Machinists
Bricklayers, Farriers
Tinners, Blacksmiths
and Engineers

The heads are made of special steel, carefully forged, hardened and tempered.

The handles of selected second growth white hickory.

The improved method of fastening the heads to the handles makes it practically impossible for the head to fly off.

The above features together with their specially fine finish make them a very attractive line to carry.

STANLEY RULE & LEVEL CO. New Britain, Conn. U.S.A.



manship and high quality than **Simonds Hand Saws**. These saws are made of the finest crucible steel which we reproduce in our own mill. The handles are of applewood which has been thoroughly seasoned by standing at least three years in our yard. They are beautifully finished and are a line of goods which it is a credit to any store to handle. For Dealers' discounts and catalogs, write at once to any address below.

# Simonds Manufacturing Co.

San Francisco, Cal. Seattle, Wash.

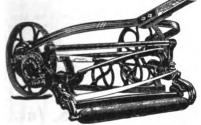
Portland, Ore. Vancouver, B. C. ONLY GENUINE

# "PHILADELPHIA"

#### LAWN MOWERS HAVE

Vanadium Crucible Steel Blades.

The Master Alloy and Toughest Steel Known.
Originators of the First Side Wheel Lawn Mower in 1869.
Nearly a half century, doing ONE THING WELL.
Bearings bored with rifle barrel accuracy.
The Standard by which other makes are measured.



Styles "Graham" and "A," All-Steel. Practically Indestructible.

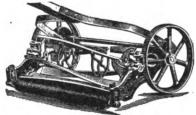
Our List Prices on Mowers and extra parts remain the same as they have been for the past twenty years.

The Most Complete, Reliable and Efficient

HAND,

HORSE and MOTOR

Lawn Mowers Manufactured.



Style "E"
Vanadium Crucible Steel Blades

STYLES "GRAHAM"

"GRAHAM" All-Steel
10" Wheels, 4 blades.
"A" All-Steel 10"
Wheels, 4 Blades.
"E" Removable Box
Caps 10" Wheels,
4 Blades.
"K" Plain or Roller

"K" Plain or Roller Bearings 10" Wheels, 5 Blades. "ALL DAY" High

Wheel, 4 Blades,
"UNIVERSITY" 4
Blades, 9" Wheels.
"INDEPENDENCE"
Roller Bearing, 9"

Wheels, 4 Blades.
"OVERBROOK"
Roller Bearing
8" Wheels, 4 Blades.
"GOLF" 6 or 8 Blades.
"EAGLE" Flexible
Frame Horse Mower

Are incomparable in style, durability and results.



Style "K".

5 Blades, Plain or Roller Bearings.
Philadelphia Boller Bearings possess
many advantages over old style
ball bearings.



We employ the H I G H E S T G R A D E materials and workmanship to produce the most perfect lawn mowers. Known throughout the world since 1869 for their many superior features.

40" Cut Riding Type, wt. 1600 lbs. 40"Cut Walking Type, wt. 1300 lbs. 30" Cut Walking Type, wt. 900 lbs. Flexible Frame, Chain Driven. Rollers Have Differential Gears. Cuts 1 to 1½ acres per hour.

Guaranteed Against All Imperfections in Workmanship and Materials.

Send for 1917 Catalog

HAVEN & HAVEN 508 Mission Street

San Francisco, Cal.
San Francisco Selling



Improved "Eagle" Horse Power Mower. Flexible Frame. 30", 35" and 40" Cut.

THE PHILADELPHIA LAWN MOWER CO. SHE AND CHRSTNUT STREETS ... A. PHILADELPHIA, PA., U. S. A.



#### THESE FELLOWS DEMAND

Repeated investigation has shown that the majority of mechanics insist upon having DISSTON SAWS. And it pays to serve other customers with goods endorsed by the professionals.

It builds customer confidence and good will.

It encourages the use of tools by amateurs for diversion or economy, and this in turn leads to the purchase of addi-tional tools and other hardware.

Tell your customers that the Disston is the saw that the big majority of mechanics use. They'll be glad to know it. Most people like good tools.

Another point—you probably carry Disston Saws for your mechanic trade. If you give them to your other customers also, you're carrying just one line of saws—the best. This means either a wider assortment with the same investment or a saving in investment for the same assortment you now carry.

Try it out a while. Others find it pays-so will you.

#### HENRY DISSTON & SONS, Inc.

PHILADELPHIA, U. S. A.

BRANCHES:

Chicago New Orleans Bangor Boston Memphis San Francisco



Portland, Ore. Cincinnati Seattle Vancouver, B. C. Sydney, Australia

THE SHELBY The Well Known Surface Floor Hinge That Made the Shelby Line of Builders' Hardware Famous Recognized Made at as the Shelby, World's Ohio. Best Sold Floor Every-HINGE where Get Catalog and Prices on our large line of Builders' Hardware and we will get your business. THE SHELBY SPRING HINGE CO., SHELBY, O. Coast Representatives;
Pond Edwe. Specialty Co., Los Angeles, Cal. D. L. Herman, Seattle, Wn



ASK any one—or all of the above independent and competing makins of cast tron soil pipe for specifications and illustrated literature

SHORT TALK No. 4 — "Vitrifled House Sewers are Destroyed by Tree Reets" 



#### EAVES TROUGH AND CONDUCTOR PIPE

Eaves Trough: Lap and Slip Joint Single Bead; Lap and Slip Joint Double Bead. "Angle-Edge"—"cannot sag.

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Conductor Pipe: Plain Round, Plain Square, Round Corrugated and Square Corrugated. All styles Elbows and Shoes, Fittings, Etc.

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LL Corco Eaves Trough, Conductor Pipe and Fittings are furnished in Galvanized Steel, A Terne Plate, Iron or Copper. They are made from full weight prime stock and formed on specially designed and constructed machinery.

Materials used are the same that have made Corco Sheets and Formed Roofings the "standby" of trade and consumer for a quarter-century.

Stocks are carried at all warehouses. Write nearest address for prices and catalog. The Corco Line of sheet metal products consists of hundreds of items for fire-safe building and household utility.

#### Whitaker-Glessner Company WHEELING CORRUGATING DEPT.

Wheeling, W. Va.

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P 0 P U P

L A W N S P R I N K L E R

Pop Up-Automatic Lawn Sprinkler In Operation On the Grounds of the

#### UTAH STATE CAPITOL BUILDING

Can be regulated for any spray from a fine mist to a very coarse stream. Made for half inch connections. Has 25'-0" distribution with 75 pounds pressure. Made of Has but three parts, nothing to non-corosive metals. wear out. Flush with ground when not in use, made to cover one half circle or full circle. Write for samplebooklet and prices. For Sale by

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> AUTOMATIC LAWN SPRINKLER. CO. Salt Lake City, Utah



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THE ADDED DURABILITY OF

# "Standard" Floor Hinges

has been fully proven by the most severe tests as well as years of actual experience of the dealer and user.

In offering you our line, we are offering the largest line of FLOOR HINGES known—"STANDARD."

All of our products are built of high grade material and by skilled mechanics devoting their entire time to the development and manufacture of the "STANDARD" line of Floor Hinges.

You can select from the "STAND-ARD" line any type of a FLOOR HINGE you wish—





"STANDARD" CHECKING FLOOR HINGE, for either single-acting or double-acting doors.

### DOUBLE-ACTING SURPACE PLOOR HINGES,—DOUBLE-ACTING CRECKING PLOOR HINGES,—SINGLE-ACTING CRECKING PLOOR HINGES.

Six different types—in different sizes of each.

We are the only exclusive FLOOR HINGE manufacturers in America and manufacture the largest line known.

Write for information and prices on the only complete line.

THE STANDARD MFG. CO., Shelby, Ohio, U.S. A.



**Estimated** 



# Approximate Weight and Strength of Clover Leaf Manila Rope



Diam. in Inches	Circumference in Inches	No. Ft. in One Pound Ft. In.	Length of Coil in Fathoms	Wt. of Coil in Pounds	Breaking St. in Pounds. Not Guarantee
3-16	6th fine	80 0	335	25	400
1-4	6th	55 <b>2</b>	415	50	620
5-16	9th	33 <b>4</b>	300	50	1,000
3-8	12th	26 8	220	50	1,275
7-16	11/4	19 0	200	65	1,875
1-2	11/4	18 2	165	75	2,400
9-16	1%	10 11	185	76	3,300
5-8	2	8 1	135	100	4,000
3-4	21/4	6 6	185	127	4,700
18-16	21/4	5 5	135	158	5,600
7-8	. 2%	4 7	185	180	6,500
1	3	8 9	125	204	7,500
1 1-16	314	3 3	125	238	8,900
1 1-8	81/4	2 9	125	271	10,500
1 1-4	8 %	2 4	125	817	12,500
1 3-8	4	2 1	125	362	14,000
1 1-2	4 1/4	1 8	125	458	17,000
1 5-8	5	1 4	125	566	20,000
1 3-4	5 1/4	1 2	125	632	25,000
2	6.	11.8	125	815	80,000
-	•	11.0	120	010	30,000

Cut this page out and place it on a card near your Rope Counter as a ready reference for feet or inches in one pound of any size. Also gives number of feet in a coil and estimated breaking strength on a straight pull.



Manufactured by

#### The PORTLAND CORDAGE CO.



Seattle, Washington



# GARDEN HOSE

THE
BRANDS
OF
GARDEN
HOSE
WHICH
INSURE
QUALITY







INSIST
UPON
THESE
BRANDS
AND YOU
GET
THE
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B. H. PEASE, Prest. J. A. SHEPPARD, Vice-Prest.

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PORTLAND, OREGON

GOODS SOLD TO THE TRADE ONLY



# Keep Your Store Cool

Just an ordinary electric fan will not ventilate. Real ventilation means to replace bad air with good.

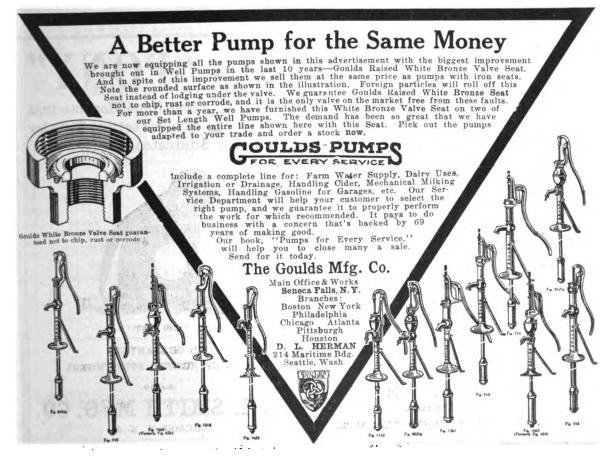
Hot, stuffy, stagnant air—air that is full of fumes, steam or dust must be removed—and often—to keep the efficiency of your clerks up

Electric Disc

can be placed in an opening in any wall or win dow.

They positively make a complete change of air every few minutes.
You get fresh air and continuous circulation. Put your problem up to us—we'll recommend the proper equipment—but be sure to write for lletin 262-37.

Buffalo Forge Company BUFFALO, N. Y.



PRICE is what you pay for a thing when you get it. You pay it once.

COST is what you have paid for a thing when you have finished with it. It includes original price, running expenses, repairs, depreciation trouble, loss of time, loss of service.

**VALUE** is what you get out of a thing while you have it. It is measured by economy of operation, freedom from repairs and trouble, constant service and length of life.



Offers rope-VALUE far in excess of its PRICE or COST. Order COLUMBIAN from your jobber and supply your trade with satisfaction-giving ROPE.

Send for our booklet "How to Order Rope and Twine."

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Are you handling the

#### 10-in. and 14-in. O.K. Cutters?

If not, my Pacific Coast representatives will tell you why you should.

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# The "PONY"

Is the very best Hand Machine that money can buy, for setting Tubular or Bifurcated Rivets



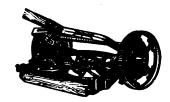
IT'S GUARANTEED SOLD BY JOBBERS EVERYWHERE

Made by

F. H. SMITH MFG. CO.

CHICAGO, U. S. A.

**UDINITATION PROPERTICAL PROPERTICAL PROPERTIES AND THE PROPERTIES AND** 



Really good mowers like the "PENNSYLVANIA" Quality brands are appreciated now more than ever, owing to the scarcity of garden labor.



You can wisely recommend these easier-running, better



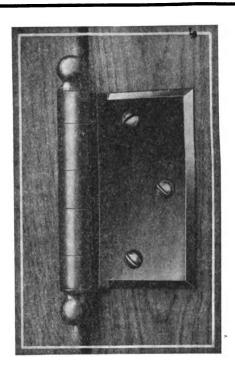
This trade mark is on the handles of:

- 'Pennsylvania''
  'Great American''
  'Continental''
- Pennsylvania Jr.''
- 'Shock Absorber''
  'G o l f''
  'Putting Greens''
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- Pony'' Undercut Trimmer''
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cutting, selfsharpening mowers with the oil hardened, watertempered, crucible tool steel blades, as a measure of real war economy.





#### McKINNEY Wrought Steel Half Mortise Butt No. 2745

In hanging doors with these half-mortise butts the carpenter mortises the jamb only, as the ornamental, beveled-edge leaf is attached to the surface of the door. This saving in time and labor appeals strongly to the contractor and builder.

These butts can be made reversible by simply unscrewing the slotted tip at the bottom, reversing the pin, and inserting the tip in the opposite end. Furnished in any finish with the necessary screws.

You'll find the McKinney Half-Mortise No. 2745 a profitable addition to your builders' hardware stock. Why not send in your order today?

McKINNEY MFG. CO. Pittsburgh, Penna.

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# Samson Spot Sash Cord

Extra quality, guaranteed free from all imperfections. Can be distinguished at a glance by the Colored Spots. Specified by architects and builders everywhere.

We manufacture braided cord in all sizes, colors and grades, for all purposes. Carried by all jobbers.

SASH CORD CLOTHES LINES SOLID BRAIDED ROPE

SHADE CORD MASONS' LINES CHALK LINES

Send for catalogue and samples.

# Samson Cordage Works

Boston, Massachusetts



# American Seal Cements

ASBESTOS FURNACE CEMENT will withstand more heat than iron, bakes as hard as the casting itself, and will not crack, shrink, crumble or fall out.

ELASTIC OIL ECOF CEMENT is a superior article in colors for bedding slate and tile roofs and repairing leaks in tin, metal, gravel and composition roofs. Especially adapted for pointing up around skylights and fire walls.

CARBON CEMENT, the peer of all lightweight cements, is made up of long asbestos fibre, and elastic, adhesive waterproof gums. The ideal cement for making an old roof new, using the old roof as a foundation.

T-CO is a waterproofing cement in colors, especially recommended for use on side walls exposed to heavy driving rains, preventing the water from permeating these walls.

Manufactured by

The Wm. Connors Paint Mfg. Co. 1852 TROY, N. Y. 1917

### THE JAMES SWAN COMPANY

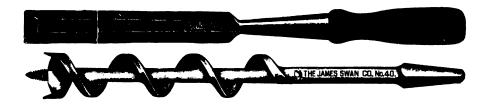
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CONN.

Bits A.ugers



Chisels
Draw Knives



Nail Sets Cimlets



Gouges Screw Drivers

NEW YORK OFFICE, 100 LAFAYETTE STREET

WE WERE AWARDED THE MEDAL OF HONOR ON MECHANICS' TOOLS AT THE PANAMA-PACIFIC EXPOSITION.

SOLD BY THOMSON-DIGGS COMPANY, SACRAMENTO, CAL.



# They're New and They're Pexto

Big! Powerful! Non-Breakable Screw Drivers. When you can't turn these Pexto Screw Drivers by hand put a wrench on the stout square shank and you won't find a screw that will withstand the pressure.

That's just the kind of work they're all three made for. They've got the back bone—a solid drop forging from tip to tip—all one piece with strong wooden handles double riveted on each side.

Like all Pexto Tools they do the task laid out for them and do it well. With the Pexto Quality that needs no introduction to the trade, these new members in the Pexto Family will find ready demand among your customers.

If your bobber can't supply you write us

#### The Peck, Stow & Wilcox Company

Mfrs. Mechanics' Hand Tools, Tinsmiths' and Sheet Metal Workers' Tools and Machines, Builders' and General Hardware.

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Cleveland, Ohio

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PEXTO MECHANICS' HAND TOOLS



### There Is a Difference in Washers





Just as in any other commodity. Our Washers are made of the Best Material and with the utmost care. That's why the largest users of Washers prefer those of our make.

We also make

#### Malleable Washers and Cast Iron Washers **Wrought and Steel Plate Washers**

of all descriptions. Round and Square, Plain or Galvanised.

**Annealed Rivet Burrs Fellow Plates Sheared and Punched Plates** 

PROMPT SELPMENTS

#### Wrought Washer Mfg. Co.

Milwaukee, Wis.

Coast Representatives, EUGESON & MERTON, Inc. ancisco, Cal.; Los Angeles, Cal.; Portland, Gre.; Seattle, Wash.; Denver, Colo.

# ONLY DOUBLE ACTING SPRING BUTT HINGES have the weight



supporting bearings cor-rectly located to liberate the action of the action of the springs, reducing breakage and increasing spring power, preventing unequal wear of the barrels, and giving practically unlimited durability.



ommer Floor Surface Spring Hinge
Eas Release and Holdback Features, Ball
Bearing and Alignment Device

Bommer Fig. Bearing and Holdbaca - Bearing and Alignment Device

The most durable hinge of its type; holds the door open when swung to 90 degrees. The spring-action can be entirely released so door will swing a free, without spring-action, by inserting a wire nail (when the door is open) into a hole provided in the side plates. The spring - action can be restored by Mahididanina.

restored by withdrawing

#0. 18 Type

BOMMER BROTHERS, Mfrs., Breeklyn, N. Y.

# Forstner" Brace and Machine Bits

For Fine Carpenter, Cabinet and Pattern Work



Specially Adapted for Hardwood Working

The Forstner Labor Saving Auger Bit, unlike other bits, is guided by its Circular Rim instead of its center; consequently it will bore any arc of a circle and can be guided in any direction regardless of grain or knots leaving a true polished surface, boxes, fine and delicate patterns, veneers, screen work, scalloping, fancy scroll twist columns, newels, respectively.

Manufactured by THE PROGRESSIVE MFG. CO., Dept. "A," Torrington, Conn. Inquire of your Hardware Dealers o write us direct. Supplied in Sets. Write for Catalogue.



BASY TO GET RID OF THE POCKET GOPERR WITH THE

O.K. GOPHER TRAP

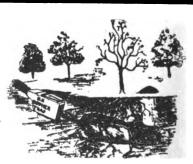
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Manufactured by

The Abingdon Trap Co. ABINGDON, ILLINOIS, U. S. A.

FOR SALE BY LEADING JOBBERS THROUGHOUT THE WEST

THE TRAP THAT TAKES THE GO OUT OF GOPHER





# This Plan Works

Our plan—"a sharpening depot in the hardware store"—works so well that many dealers are making \$8 to \$12 per day with a

#### **HATFIELD** Grinding Machine

You see you can get a low-priced boy or girl to work at sharpening scissors, razors, knives, etc., and not only make money on this work but bring customers into your store, worth writing about. Isn't it? That's at least

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21 Walker Street, New York City

Schuette Recording Compass Company Manufacturers of

#### POCKET COMPASSES

MANITOWOC, WIS.



SILENT SALESMAN "A" Variable of the second



#### This Is No Free Offer

It is but another evidence of J. H. Williams & Co.'s policy to make your display and sale of Williams' Wrenches attractive and profitable. We shall be well paid for the board in the increased business receive the property of the property business we acquire through your use of it, and in the added satisfaction it affords

#### You Buy the Wrenches

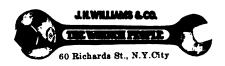
a carefully selected assortment that pro-vides the widest range of usefulness. Their finish and physical qualities are unexcelled and they enjoy a larger con-sumer demand among mechanics than all others combined.

We expend our advertising appropriation to introduce tool buyers to your store and we expend our payroll to make, them

We have a larger Board of the same type as the "A" Board, containing six Wrenches of each size, 22 sizes and classes, with an over all length of 90°.



SILENT LESMAN "B"



AN UNEOUALED ASSORTMENT FOR HARDWARE STOCK









3.....2## .. 3 .....

In every race there's a "CHALLENGE"

. "RIVAL"

and a "BANNER"

AND WITH THESE LINES ON HAND YOU CAN LAND EVERY PROSPECT TAPES, BOXWOOD and SPRING JOINT RULES

Stand on Records of PERFORMANCE as well as THE UFKIN PULE CO. SAGIMAW, MICHIGAN 104 Lefsyette St., B. Y. Stocked by Your Jobber

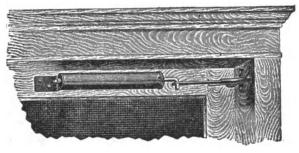
#### Trolley Overhead Carrier

FOR GARAGES, SHOPS AND FACTORIES.—A simple, practical, efficient hoisting and carrying device for handling heavy objects. Will pay for itself many times over in any garage, shop, factory or store where heavy objects must be handled. With this outfit one man can handle any object weighing up to 700 lbs. Two or three men can move a ton. Outfit consists of the Wagner Self-Cleaning Track, roller-bearing tandem carrier and centre pull triple sheave hoist. Write for prices. Also ask for the Wagner 96 page catalog of Barn Door Hangers, Trolley Tracks, Studding Sockets, Hardware Specialties, Sieds and Non-Tipping Coaster Wagons.

WAGNER MPG. CO., DEPT. C, CEDAR FALLS, IOWA.







MADE BY

# SUPERIOR Screen Door Check

The only Check that has the jack-knife lever which allows the door to open clear up against the wall without strain on the Check.

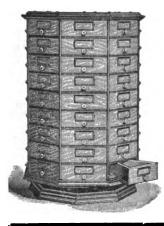
It also has a positive plunger and automatic inlet valve for air.

The above features together with the low price makes it the best Check for user, dealer and jobber.

Quickly and easily attached by anyone.

If your jobber can not supply you, write us and we will give you the address of your nearest jobber who handles our Check.

SUPERIOR SPRING HINGE COMPANY, 136 West Lake Street, Chicago



#### **Revolving Bolt and Screw Cases**

Dealers in Hardware, Auto Supplies, etc., find that time and space are saved by using the Revolving Cases for keeping loose Bolts, Screws and Auto Accessories. Everything is kept right at the clerks' fingers' end. Catalog sent on application. All jobbers handle these cases.

American Bolt & Screw Case Co., Dayton, O.



#### **ATLAS**

#### 10 Cent Fly Swatter

This swatter has an extra long handle—10 inches. It is very neatly and securely bound with soft green felt—cannot mar the finest furniture. Especially adapted for parlor or drawing room use. We have made it extra strong and flexible—will outlast any now on the market.

Our 5 cent swatter is the best ever sold for a nickel. It has a triangular fold, permitting the insertion of your ad. if you desire.

Now is the time to place stock orders. We'll gladly quote prices and terms.

## Atlas Mfg. Co.

HUGHSON & MERTON

Pacific Coast Agents

San Francisco Los Angeles
and Portland, Oregon



Hardwa Wor Tubu

For Sale by all First-Class Hardware Distributors

# World's Best Tubular Track

Barn, Factory and Warehouse Door Hanger

Frame is made of best grade malleable iron.
Supplementary wheel underneath the track prevents derailment.

The wide bearing of the wheel distributes the weight and makes it the Easiest Running Hanger on the Market.

Finished in fine aluminum bronze and packed one pair in box complete with bolts; one-half dozen pairs in a case.

Our Track has the Slidable Bracket, the feature that has made the World's Best Hangers so popular with the Building Trade. Ask your jobber or write us.

### SAFETY DOOR HANGER CO. Ashland, Ohio, U. S. A.

C. N. & F. W. JONAS, Bialto Bldg., San Francisco, Cal., and Equitable Savings Bank Bldg., Los Angelas, Western Representatives.

# Bits That Back Your Claims

# LEBANON

"Z" TWIST HIGH SPEED BITS can prove any claim that you make for them.

So many bits are on the market and so many claims are made by each individual manufacturer, that bit buyers can hardly be blamed for being skeptical. But any claims that we make for Lebanon bits—or any claims you make for them, these high speed bits will more than prove their worth.

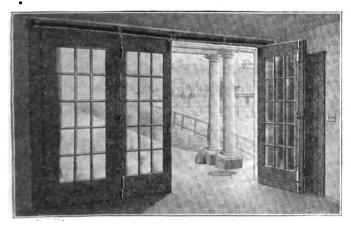
In the Lebanon Line there are bits specially designed for the Carpenter. These are built with the famous "Z" twist and V-notched point, and bore clean chipless holes, further with fewer turns than the ordinary bit on the market. The special Electricians' Bits of the Lebanon Line, like the carpenters' bits, are high speed. Furthermore, they bore through red brick walls and heavy joists without difficulty.

If you haven't a supply of Lebanon catalogs on hand write

The Lebanon Machine Company LEBANON LEBANON, N. H.

Salt Lake City—E. C. Coffin Co., 303 Atlas Bldg. San Francisco—Dunham, Carrigan & Hayden Co.





(R-W No. 485-Patented)

Nationally advertised. Conveniently packed.

If interested, do not fail to clip the coupon, fill out and mail with one of your letterheads.

### SCidetites GARAGE DOOR HARDWARE

HAPPILY COMBINES THE BEST FEATURES OF BOTH SLIDING AND SWING DOOR CONSTRUCTION.

Doors can't sag nor slam. Slide and fold inside out of the way.
Operate in small space. Can't jump the track. Close tight into door frame. Give distinction to garage.
Made for 3, 4, 5 or 6 door entrances.

FIFTH.



# Richards-Wilcox Manufacturing [0]

MAN PRANCES LOS ANGELES MEN YORK CONCAGO AURORA, ILLINOIS, U.S.A. Richards-Wicox Canadian Co.Ltd.London.Ont. A hanger for any door that sildes

PHILADELPHI MINNEAPOLI BOSTON STAGON

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# "KATZ" Surface Floor Hinges

Are slow acting, with a positive holdback feature, when opened to 90°; will INSURE AGAINST ACCIDENT "KATZ" represents Quality, at closing of door.

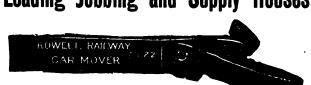
Durability and Design.

A BETTER HINGE with A BETTER PROFIT. Our Catalogue tells the rest.—Write for it to-day.

MAIN OFFICAGO LAWSON MFG. CO.

Branch Office





Sold by All

G.JD. ROWELL & SON, Appleton, Wisconsin

# Leading Jobbing and Supply Houses SAMSON or ROWELL

Rallway Car Mover

ITTLE SWITCH ENGINE OF YOUR OWN

PRICE EACH, \$5.00

# "Easy Emptying" Grass Catchers

"Favorably known the world over' now made with

Re-Inforced Non-Slipping **Bottom** 

Rigid Light Durable

Many exclusive patented features and strong selling points explained in Catalog No. 14.

Write for it

Some of Our Pacific Coast Jobbers California Edw. Co. Pacific Edw. & Steel Co. Failing-McCalman Co. The Schaw-Batcher Co. Eonsyman Edw. Co. Schwbaccher Edw. Co. Ealley-Mason Edw. Co. Seattle Hardware Co. Marshall-Wells Edw. The Thomson-Diggs Dunham, Carrigan & Mayden Co.

The Specialty Mfg. Co. St. Paul, Minn., U. S. A.





NO. 50 SWIVEL SNAPS In All Regular Sizes from # to 11 Inches



TROJAN OPEN BYB SNAP Nos. 520 Bit, 521 Chain, 522 Trace

Sold by All Jobbers

COVERT MFG. CO. TROY, N. Y.



# "FLAGG" Malleable Fittings

**Prompt Canal Shipments** Direct From Philadelphia Means Good Service to You

Ask Our Coast Representatives

W. H. Gilbert Sales Co. 918 Hearst Bldg. San Francisco, Calif.

Established 1856

Stanley Flagg &  $C_0$ .





The Parker Line

# Wire Goods

ARE KNOWN ALL OVER THE UNITED STATES

They are Standard, Well Finished, Well Packed and Sharp Threads

TRY US WITH YOUR NEXT ORDER

Parker Wire Goods Co.

Worcester, Mass.

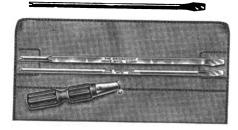
#### THE BRIDGEPORT HDW. MFG. CORP.

BRIDGEPORT, COMM.

DUPLEX

Double Grip Screw Driver Sets

Millwrights, Engineers and Repairmen



Blades are interchangeable. Instantly inserted or removed. A friction Catch locks them automatically, a pull releases them. Per Set

Blades (1) Rd. & Sq.

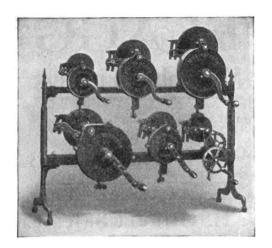
½x10 in...

½x15 in...

½x18 in... Handle No. 210 No. 215 No. 218 Lists 9 1/2 9 1/3 9 1/3

Packed in Boxes. Extra for case.

C. W. Gause Co. Western Sales Agents 693 Mission Street, San Francisco



# The Pike Line of



Razor Strops Sharpening Stones Razor Hones Grinders

Send for Our Latest Catalog

A full and complete line carried in Our San Francisco Warehouse



Pike Manufacturing Company, Pike, New Hampshire

711 Mission Street, San Francisco



This newest Coleman Lamp is the best seller yet. So simple, economical and safe, that customers buy quickly. Every sale means a liberal profit to you.

The Coleman "Quick-Lite" is the most wonderful lamp to handle. No torch needed. Lights with ordinary matches like any plain kerosene lamp. Makes and burns its own gas from common gasoline or kerosene lives a brilliant, steady light of 300 eandle power without glare or flicker—more light than 20 did style oil lamps. Can't explode. No danger if tipped over. Very ornamental and comes in variety of styles.

Dealers wanted in all parts of the country. Write at once for catalog 36 and agency proposition. Address nearest office.

THE COLEMAN LAMP COMPANY

Dallas, Texas, Chicago, Ill. Wichita, Kans., St. Paul, Minn., Toledo, Ohio,

#### HARDWARE AGENTS WANTED



COMPANY sco, Cal. Distributor



We manufacture everything from dependable hand fire we manufacture everything from dependable hand live extinguishers to large chemical engines and chemical tanks for fire department service. There's good profit in being our agent. We carry the stock. Write us for catalog and special hardware discounts. Manufacturers of Fire Apparatus.

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#### Mason Tool Bag



#### We Manufacture

Mason's, Electrician's, Plumber's Tool Bags. Automobile, Auger Bit. Punch and Chisel Rolls, Chal Bags, Horse's Feed Bags, Couch Hammocka, Carpenter's Aprons, Grass Catchers and other Specialties.

Send for Catalogue.

**EXCELSIOR BAG** & MFG. CO., Inc.

TROY, N.Y.

# The New Boston Rubber Chair Tip

## Sprin GriP

TRADE MARK



THE RUBBER TIP AND ITS PARTS

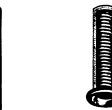
BRASS WASKE



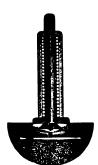
BRASS MAIL



SPRING SOCKET



COMPLETE TIP



BUBBER TIP WITH THE BRASS WASHIB AND MAIL MOULDED IN SAME



SEED FOR CATALOG

Assortment Box
of
Rubber Chair
Tips for
Furniture

THE ELASTIC TIP CO.

370 Atlantic Avenue
BOSTON - MASS.







Auto Wheel Coaster
in the foremost magazines in the country. We are
reaching the best homes—and we are getting better
results than ever.

Sales in these homes develop new accounts for you in many lines besides ours.

Do You Want the Beneft?
You can profit by our advertising. All inquiries that come to us are turned over to our dealers. THEY MAKE THE SALES.

If you want some of this profit without any risk, write us for our New Folder. Act now, and get a line on a brisk seller.

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Dept. A Dept. A North Tonawanna
Factories: No. Tonawanda, N. Y., and Preston, Ont.
New York Office: 155 Chambers Street.
Pacific Coast Representatives:
Pacific Sales Co., San Francisco.
D. L. Herman, 214 Maratine Bldg., Seattle. North Tonawanda New York

## The Ontario Knife Company, Franklinville, N.Y.

## WE SELL EXCLUSIVELY TO THE WHOLESALE TRADE

If you are a wholesale dealer and have not our catalog and prices, you should write for them at once



BUTCHER SKIHNING BONING SHEATH **SLICING** CORN SHOE

KITCHEN CANNING FISH VEGETABLE PUTTY

HOUSEHOLD KNIVES, HOUSEHOLD CLEAVERS, FLESH FORKS and a large variety of Knives with improved Sanitary Aluminum Handles.



We manufacture the largest variety and the largest quantity of kitchen knives made by any one house in the world

# IMPSON-RIVETS





Sells on sight and nets you a handsome profit.

The moment a garden owner glimpses the brand new features of the "Gilson"—the new combination weeder—cultivator and rake—with its oscillating double-edged blade (which "clips" the weeds and loosens the soil on either stroke) and its long-tined reversible rake—the sale's as good as made.

good as made.

Comes in four sizes suitable to field, garden, truck patch
or flower bed. Affords a liberal profit to the dealer.

For illustrated Catalog and complete information address:

J. E. GILSON CO., Dept. 32, Port Washington, Wis.

## Do You Sell Hose Menders?



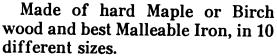
Improved Perfect Clinching Hose Menders are fast sellers. Made with seamless brass tubes and heavy galvanized clamps.
Also all steel retinned. Every clamp is turned inwardly grip the hose. Prices right.

Send for our general catalog to-day.

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# THE WHITE MOP WRINGER



Success is built on service.

The White Mop Wringers for great strength, ease of operating and perfection in workmanship have never been equaled.

Built on honor and correct ideas.

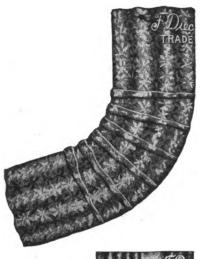
Quick sellers because they fill a popular demand at a popular price.

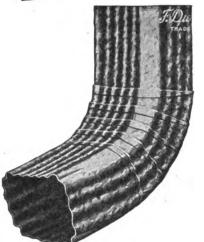
Can be used as Fruit and Vege-



table Presses with good results.

WHITE MOP WRINGER CO., Fultonville, N. Y.







## Look for This Name

The Trade-Mark of the Better Line of Conductor Elbows and Shoes-Only New Material Used. Made in all angles from 10 to 90 degrees of 29, 28, 26 and 24 Ga. material. Gauge is stamped in each elbow.

All shoes have reinforced bands.

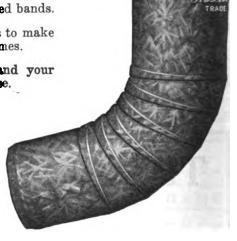
Our facilities enable us to make quick shipments at all times.

Insist on Dieckmann's and your troubles will cease.

The Ferdinand Dieckmann Co.

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Western Representative GRIFFITH SALES CO. 314 Sheldon Bldg. SAN FRANCISCO





#### THE PACKHAM Pipe and Rim Crimper.

Crimps close up to a shoulder. Especially adapted for Cornice work. Made by

THE PACKEAM CRIMPER COMPANY

Mechanicsburg, Ohio.

If your Jobber does not carry it, write us.



BEAUTIFY FURNITURE PROTECT FLOORS and Floor Coverings from injury by using

GLASS ONWARD SLIDING
FURNITURE SHOE
In place of Castors
If your dealer will not supply you write us.

ONWARD MFG. CO. Menasha, Wis.

# BURNTIVORY BRAND Second Growth Hickory Handels

Special attention given orders for hand made Axe, Pick, Sledge and Hammer Handles.

> IVORY HANDLE COMPANY, Hope, Arkansas



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IP YOU ONLY SHOW IT TO THEM

# **BOOMER CANNON**

Adapted for every use. Is the strongest and most durable Cannon Stove made. Constructed so that a sheet iron drum may be attached, and thus increase the heating capacity.

Made in six sizes,— 1 2 3 4 5 6
Diameter of Fire Pots 13½" 16" 18" 20" 22" 24½"
Weights, 182 240 300 385 525 575

OUR LOW PRICES WILL SURPRISE YOU-Write for them.

THE HESS-SNYDER CO., Manufacturers - - MASSILLON, OHIO

Trade mark "Boomer" Registered—No. 58228

# Pelouze DOUBLE ICE Scales



The new Pelouze "Double Dial" Ice Scales, as the name implies, have double dials which admit of a greater distance between graduations and the dials are therefore more easily read than on any other scales.

They are made of malleable iron throughout. Absolutely unbreakable.

They can be quickly adjusted, if necessary, by removing the steel cap on top and turning the serew slightly—thus insuring a permanent scale.

suring a permanent scale.

Made to comply with the requirements of the Departments of Weights and Measures.

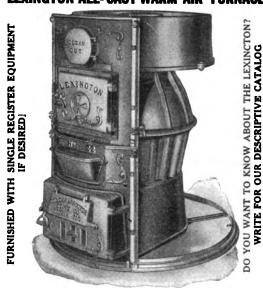
Made in five sizes. Write for discounts. Scales of all kinds.

# Pelouze Manufacturing Co.

EWING-LEWIS CO.

Representatives
San Francisco Los Angeles

# Everyone Air FURNACES Should Know About the Practical and Exclusive Features Embodied in the LEXINGTON ALL-CAST WARM AIR FURNACE



We do not make extravagant claims. As a consequence the Lexington proves a pleasant surprise rather than a disappointment. Lexington dealers are enthusiastic. Lexington users are Boosters.

CULTER & PROCTOR STOVE CO.
Peoria Established 1863 Illinois

## DOMES OF SILENCE

Glide softly, smoothly, silently over any kind of flooring. Save rugs, carpets, floors and furniture. Sizes to fit any kind of furniture.



Metallic Red Slides Sixes: %, %, 1, 1 1-16, 1%, 15-16, 1%, 2 in. When ordering measure sixe of bed post.

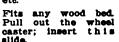
If round, measure across inside.

If square, measure across inside corners.



HENRY W. PEABODY & CO.

Domes of Silence Division 17 State Street - New York Wood Bed Slide
These wood bed
slides made to fit %in. Universal socket.
Also specially adapted
for heavy arm chairs,
etc.







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# "White Mountain" Refrigerators



## "The Chest With the Chill in It"

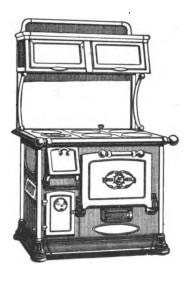
"WHITE MOUNTAIN" dealers demand and appreciate Quality—and Quality finds its Clearest, Strongest and most permanent demonstration in the "WHITE MOUNTAIN."

The handling of "WHITE MOUNTAIN" refrigerators will give your customers a positive assurance of satisfaction. They are recognized as refrigerators of Merit and are backed by the recommendation of a Million Homes.

Send at once for catalogues and booklets; it will pay you to find out the Quality of "WHITE MOUNTAIN" refrigerators.

Maine Manufacturing Company - Nashua, New Hampshire, U. S. A.

THE W. F. BOARDMAN CO., 718 Mission Street, San Francisco, Cal., Pacific Coast Agents.



# "QUICK MEAL"

All Blue Porcelain Enameled and Black Porcelain Enameled Ranges are "Rust Proof," "Sanitary" and Easy to Keep Clean, being Enameled Inside and Outside.

Not affected by the Hottest of Fires.

Write for Catalogue and Agency

Ringen Stove Company Division of American Stove Company

C. H. SCHIECK, Pacific Coast Agent

715 Indiana Street, near 19th

SAN FRANCISCO, CALIFORNIA

# **BALDWIN Dry-Air**



"The Box with the Steady Cold Wave"

# Refrigerator

# 150 Handsome Styles

ASH, OAK, SOFTWOOD CASES; OPALITE GLASS, VITRIFIED POR-CELAIN. AND METAL LINED

## "The Cold, Clean Kind"

Baldwin's do better work with less ice than any other refrigerator made. They keep food preserved in the best possible manner, because of their positive one way current of absolutely pure, cold, dry air, moving swiftly around articles stored, and constantly cooling and purifying every square inch of the refrigerator.

Many Baldwin Refrigerators in constant use for 35 years are still giving the utmost satisfaction.

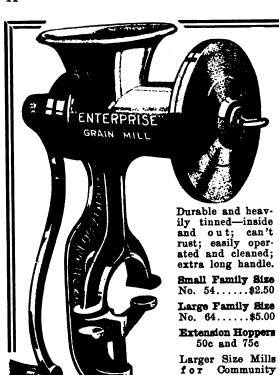
Don't sell a "cheap" refrigerator it wastes your customer's money and is a source of annoyance every day he uses it.

Baldwin's are lined with snow-white opalite glass 7-16 inch thick; vitrified porcelain, seamless porcelain, white enamel or metal. There are 150 styles in stock. Don't experiment with new makes of unknown quality—sell the Baldwin—the "kind the old folks used."

SEND A POSTAL FOR OUR BIG CATALOG

# The Baldwin Refrigerator Co.

**BURLINGTON, VERMONT** 



# "ENTERPRISE" Home Grain Mills

supply a war-time need. Women are taking to home flour grinding because it means a big saving. THRIFT is their watchword. Get this new "Enterprise" Specialty and display it prominently. You will find a growing demand for it.

With it a woman can grind her own wholesome whole-wheat or rye flour; sweet whole-kernel cornmeal; various cracked breakfast foods; rich, nourishing peanut butter, etc. Pulverizes or granulates.

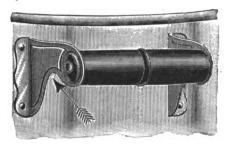
Good profits; and the satisfaction of service rendered to the housewife.

Your jobber can supply you.

The Enterprise Mfg. Co. of Pa., Philadelphia, U. S. A.

# **Keystone Boiler Handles**

TTRAS.



No. 1. Regular size for oval boilers.

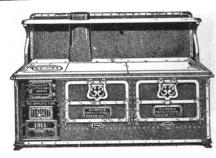
No. 2, Regular size for square boilers.

No. 40, A new style made to hook over the edge of sinks, etc.

The illustration represents the No. 40 handle. The sides are heavy stamped steel, nicely trimmed. Send for samples.

## BERGER BROS. CO.

Office—229-231 Arch Street
Store—237 Arch Street
Warerooms and Factory, 100 to 114 Bread Street
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# Spokane Stove & Furnace Repair Works, Inc.

Manufacturers and Jobbers of Rubens and Empire French Wrought Steel Portable Banges for Hotels and Restaurants

Send us all your orders for Firebacks, Grates, Centers, Covers, Waterfronts, Dampers, Knobs, Stove Putty and Stove Polish.

Complete Line Always in Stock
Jobbers and wholesalers of repairs.
We make prompt shipments.

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A MACHINE NOW HANDLED BY MANY OF THE LARGEST ELECTRIC AND HARDWARE DEALERS



Among the outstanding features of this new machine we briefly cite: the compactness and appearance, the galvanized iron or copper corrugated tubs, the waterproof enclosed type motor, the enclosed gears, the safety wringer release that prevents accidents and the gas or gasoline burner attachment that heats water and boils the clothes in the machine while washing them.

If you want to handle the very best electric washer on the market, one that sells at a very low price and under a positive guarantee, write for illustrated booklet, discount and terms.

## Johnson Electric Washer Co.

2074 Market Street, San Francisco



Classic and Capital

MADE FROM



Resists Ru

Wedgewood

Agents have an ever increasing trade that Quality made.

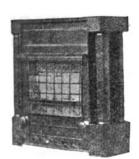
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First Step, Send for Catalog 36

Jas. Graham Manufacturing Co.

Largest Stove Makers in the West

San Francisco and Newark, California



## Say Mr. Dealer

Did you know we manufacture Gas Heaters and Grates?

Why buy in the East, we can give you better service, a better heater and the profit will suit you.

We sure would like to have you ask us about our goods.

Minier Gas Heater Company

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Showing Construction

#### **GENUINE**

## **HUNTER'S SIFTER**

The Standard for a Quarter-Century

Order from your jobber.

Combines strength, beauty, usefulness and durability. Cleanliness always possible. Made in one plees of extra heavy tin plate, nickel trimmings. Handle swedged to body. No soldered joints to come loose. Easy to remove all parts for cleans-

THE PRED J. MEYERS MFG. CO.

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35 and 37 Wooster St., New York Established 1863



Parrot Cages Must Be Strong

Ours are Positively the Most Durable

Manufacturers of JAPANNED, BRASS and TINNED WIRE

**Bird Cages and Cage Sundries** 

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RUBBERSET CO.

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GOLD

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(TRADE MADE)

## **PAINT BRUSHES**

are selling so rapidly that our factories—the largest in the world—are taxed to the utmost. But no matter how great the demand may be we will never sacrifice for mere volume, one single detail in the superior quality which gave RUBBERSET Brushes

#### The Gold Medal

highest award for brushes at the Panama-Pacific Exposition

This award *proves* RUBBERSET best. Are you pushing the best and best selling brushes?

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Factories - Newark, N. J.

Pacific Coast Branch, 682 Mission Street San Francisco, Cal.

Full Toilet Brush Line Carried at San Francisco Branch. Write for Prices, Catalog, Etc., on Shaving and Paint Brushes

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Runs and Alarms 8 Days with One Winding

THE LAST
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CLOCKS

The 8 Day Alarm Clock has become exceedingly

popular. Ever sine etheir introduction on the market there has been a missing link which has caused no end of confusion. That is the operator would never know whether he would be called at six in the morning or at six in the evening. Nothing like this with the use of the Signal Automatic for the Red Signal below center of dial will appear if alarm is to ring within next 12 hours. This feature alone making it a veritable "Safety First" and not in phrase only. When you see the signal properly set you go ahead (and Sleep).

MORGAN & ALLEN CO.

150 POST STREET, SAN FRANCISCO, CAL.

# **QUALITY, plus SERVICE, equals SATISFACTION**



Made in three sizes: 10, 14 and 22 Qt.

In offering you our line of goods, we are offering you QUALITY and SERVICE, and complete Satisfaction comes only in the selection of goods that have stood the test of time. In stocking our goods, you get this SATISFACTION.

Our EAGLE MOP WRINGERS and BUCKETS COMBINED, and SUPERIOR FOLDING WASH BENCHES have the reputation of never failing to satisfy. You

will find these two lines, quick sellers and big profit producers.

Our products are built of high grade material and are guaranteed

against all defects. The increasing demand for these goods is conclusive evidence that they are the Standard of Comparison, the Highest point of Mechanical Skill, and the Acme of Perfection.



Will hold a 10, 11 or 12 inch clothes wringer.

# THE EAGLE WOODENWARE MFG. CO.

Manufacturers,

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# 5 Great Rifle Victories

Were won in the 1917 Indoor Matches, conducted under the auspices of the National Rifle Association, by users of

# Peters .22 Gal. Cartridges

CIVILIAN CLUB COMPETITION—Championship won by Peters R. & R. Club Team, of King's Mills, Ohio, 9,925 out of a possible 10,000

COLLEGE COMPETITION—Championship won by Michigan Agricultural College Team, 9,638 out of a possible 10,000

HIGH SCHOOL COMPETITION—Championship won by Iowa City, Iowa, High School Team, 9,517 out of a possible 10,000

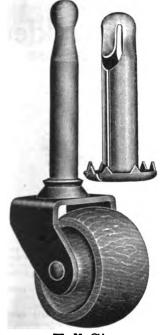
HIGHEST INDIVIDUAL RECORD—Made by T. K. Lee, of Birmingham Athletic Club Team, 1,999 out of a possible 2,000

ASTOR CUP CHAMPIONSHIP—Won by Iowa City, Iowa, High School Team, 980 out of a possible 1,000

These decisive wins, with the World's Record of 4,599 out of 4,600 points, made in 1915 and still held by T. K. Lee, clearly indicate that even in the hands of expert marksmen P Ammunition will make higher scores than any other kind.

## The Peters Cartridge Company, Cincinnati, Ohio

BRANCHES: New York, San Francisco, New Orleans
Pacific Coast Branch: 585-587 Howard Street, San Francisco
Marshall-Wells Hardware Co., Portland-Spokane, Duluth, Winnipeg-Edmonton
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Full Size C-2-5

# Faultless Casters

are built with an accuracy of details unsurpassed anywhere.

—produced with a quality of steel and refinement of design unexcelled.

—conceded by all hardware men to be the caster with least friction.

Gold Medal, Highest Award, Pan-Pacific Fxposition in 1915 on "Furniture Casters of All Types"

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**EVANSVILLE, INDIANA** 

"Move the FAULTLESS Way"

# **BURKE GOLF CLUBS**

RECEIVED THE

## GRAND PRIZE

Highest Award at the Panama Pacific Exposition

That's why the best golfers in the country use them

If you don't carry Burke Clubs in your Sporting Goods Department WRITE TODAY for our new Golf Book

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Union Hardware & Metal Co., Los Angeles Pacific Coast Distributors



#### JOHN A. ROEBLING'S SONS CO OF CALIFORNIA

HAMILTON, OHIO

Manufacturers of

WIRE AND INSULATED WIRE

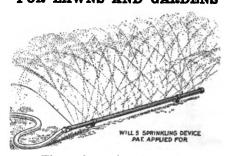
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Telephone

Galvanised Metting Wire Cloth Glass & Porcelain Insulators Rails and Barb Wire Brackets, Pins, Sto.

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LOS ANGELES, CAL.
SEATTLE, WASH.

# **WILLS** Scientific Sprinkler



#### Three Superior Qualities Durability—Efficiency—Cheapness.

Made of steel galvanized pipe. Saves 25% on Water Bills. Covers 25% more surface with same water. No Rust—No Leaks—Solid standards—securely attached. No bending or breaking. Hose connection BEST made.

The Spray is distributed equally covering every space and corner.

Made in all Lengths, and to suit any pressure. Guaranteed for 10 years' service if properly cared for.

Ask your Jobber or send direct to the Factory for our descriptive folder.

WILLS SPRINKLER CO. 607 CROCKER STREET, LOS ANGELES, CAL



On the battle-field -in the preservation of law and orderthe protection of home and countrywhenever and wherever armies or individuals have had to enforce right with might—COLT'S FIREARMS have been creating, building and maintaining areputation for merit, efficiency and reliability, that has resulted in a position of unquestioned superiority.

(1836-1917)

Pacific Coast Representative Phil. B. Bekeart Co. San Francisco

Colt's Patent Fire Arms Mfg. Co., Hartford, Conn., U. S. A.

# Lalance & Grosjean Mfg. Co.

Manufacturers of the Celebrated Lines of

Agate (Nickel-Steel) Ware El-an-Ge Enameled Ware

and

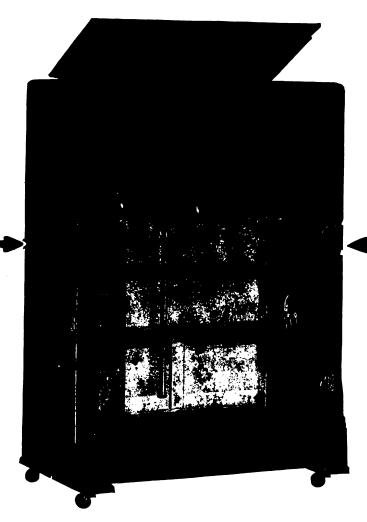
Pearl-Agate
Turquoise Enameled Ware

New York

Chicago

**Boston** 

San Francisco



# THE MONARCH

(Trade Mark Reg. U. S. Pat. Office)

# REFRIGERATORS

Made in Zinc, White Enamel Porcelain and Seamless Porcelain Lined. Handsome, Strongly-made, Up-to-date Refrigerators at prices which net you a good profit.

Ash and Oak Cases. Strong, removable Air Flues. Removable Waste Pipe and Trap. Retinned Wire Shelves, bright as silver. Strong Hardware in Roman gold and nickel plate. Good Casters.

An old established line—on the market 25 years. Has always been a good seller in large and small stores, because it looks right and is reliable—there are no come-backs. "It's the Frigid 'Frigerator''—the "Box that's on the Boom"

Large Stock Carried in Los Angeles

## UNION HARDWARE & METAL CO.

Distributors for California, Arizona and Nevada. LOS ANGELES, CALIFORNIA

# **TOOLS**

A few mechanics' tools along with other hardware from a local jobber keeps the INVESTMENT down and SALES possibilities up.



Strevell - Paterson Hardware Co. salt lake city, utah

Wholesale Only

H-W-1

#### HONEYMAN HARDWARE CO.

Ninth and Hoyt Fourth and Alder PORTLAND, OREGON

White Mountain Refrigerators
"The Chest with a Chill in It"
The Preferred Favorite among thrifty Housewives
"In Over a Million Homes"

—GARDEN HOSE—

Perfection Dangler & Quick Meal Oil Stoves

Auto-Vacuum Ice Cream Freezers

White Mountain Ice Cream Freezers

Domestic Science Fireless Cook Stoves

"Jupiter" Lawn Sprinklers
A Real Rainmaker that will Thoroly
Sprinkle a Tract of Ground from
40 to 80 feet in Diameter.

FINE FISHING TACKLE

Dux-Bak, Camp-It and Alladin
Outing Clothing

## JENSEN-KING-BYRD CO.

Spokane, Washington

# HARDWARE JOBBERS

UNIVERSAL RANGES CONGRESS AUTO TIRES

GUNS, AMMUNITION, FISHING TACKLE

## FISH ROD MAKING AND REPAIRING

Key Making Gun
Repairing

We have recently added a new department to our business, that of Rod making and repairing. This department is in charge of Mr. Smitley who has had years of experience in this line. If you will send us your work we will be pleased to estimate cost. Now is the time. Do it now before fishing season opens. Preparedness.

WARE BROS. CO., 125 Howard Street, Spokane, Washington

# **ANNOUNCING**

The addition of a large and complete stock of

# **Electrical Supplies**

Consisting of the highest grade Electrical Goods that it is possible to obtain.

This valuable addition to what was already the most complete Hardware Jobber's Stock in the West, fills a long felt want among the dealers of this section, as many of these leading electric lines have been heretofore unobtainable on the general market at moderate prices.

# "Everything in Hardware"

Our large and well assorted stock, our vast purchasing power, our competent force of traveling salesmen, our "Same Day Shipment" service, together with our unceasing efforts to meet the demands of the Western Trade is responsible for our large and constantly increasing list of satisfied customers and is deserving of your support.

RECENT IMPORTANT ADDITIONS TO OUR STOCK
Pathephone Talking Machines and Records, Brass and Enamel
Beds, Couches, Etc., Trunks, Bags and Suit Cases

Place Your Orders Where You Know They Will Be Filled Promptly

# The Salt Lake Hardware Co.

SALT LAKE CITY, UTAH

POCATELLO, IDAHO

Capital \$2,000,000.00

350 Employes

30 Traveling Salesmen

Jobbers of "EVERYTHING IN HARDWARE"

Manufacturers and Jobbers of "EVERYTHING IN SADDLERY"

# Household Goods and Kitchen Utensils

# New Complete Stock

Glacier Refrigerators
One Piece, Porcelain Lined

Furniture City Refrigerators. Energel Lined

White Mountain Ice Cream Freezers

Gas Hot Plates and Shelves Bath Room Fittings Paint and Varnish Brushes

Household Brushes

Viko Aluminum Ware Wagner Cast Iron Ware Tin Ware Japanned Ware Hamlin and Russell Wire Goods

Universal Electric Percolators, Flat Irons and Cooking Utensils

American Clothes Wringers

Washing Machines

Hand Power

Vacuum Cleaners

Royal Steel Enamel Ware

Wooden Ware, Chair

Seats. One of Our Specials

The Princess Electric

Iron. Full nickel finish. Guaranteed for 5 years. The price is low

Write for Descriptive Matter on Anything in the House Furnishing Line.
Our Prices Will Interest You.

BAKER & HAMILTON SAN FRANCISCO CALIFORNIA

## HAMMOND LUMBER COMPANY

## WHOLESALE HARDWARE

## Specializing in BUILDERS' Hardware

Sargents Locks and Hardware, Nails, Bolts and Barbed Wire. Beaver Board, Black Rock Board and Upson Board.

Galvanized and Painted Corrugated Iron, Northwestern Expanded Metal Lath. Composition Roofings, Felt Insulating and Building Paper.

Full and complete lines of these materials stocked in carload quantities. We solicit your inquiries.

Offices and Warehouses, Twentieth and Alameda Streets

Los Angeles, California

#### CONTRACT NOW

for next year's supply of bulk SEED AND ONION SETS

For delivery from 1917 crop. High quality and low contract prices. Reduce next season's buying cost by placing your order with

Aggeler & Musser Seed Co.
6th and Alameda Sts. Los Angeles, Ca.

Los Angeles, Cal

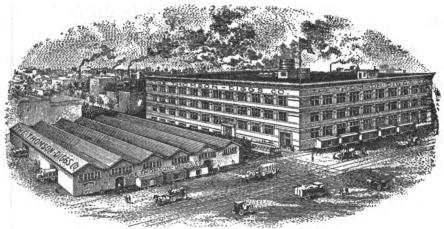
"ANSONIA" NAIL CLIP 10c.



ANSONIA. CONNECTICUT

## THERE ARE MANY REASONS

For the Continued and Increased Growth of Our Trade



If you are one of our customers vou know them.

If you are not one we want the opportunity of showing you why it will be to your interest to send us your orders

The House of Fair and Square Dealing—Ask Our Customers

EVERYTHING IN HARDWARE, IRON, PIPE AND HOUSE-HOLD UTENSILS, SPORTING GOODS AND CUTLERY

THE THOMSON-DIGGS COMPANY, SACRAMENTO, CAL

## A. M. Holter Hardware Company

Established 1867

HBLBNA, MONTANA

WHOLESALE

# Hardware, Sporting Goods

Ammunition
Blacksmiths' Supplies
Pipe
and Fittings

Mill and Mine Supplies



Dupont, Ballistite or Schultze Powders are known EVERYWHERE,—they sell at sight. Shooters know Du Pont Powders are right. The name Dupont, Ballistite or Schultze

#### On the Top Shot Wad

or on the box label is a guarantee of powder superiority.

Du Pont Sporting Powders are widely advertised, sell quickly and always satisfy the most critical customer.

Specify Dupont, Ballistite or Schultze Smokeless, and Du Pont Black Sporting,—the powders which sell at sight.

## E. I. du Pont de Nemours & Co.

Powder Makers Since 1802

WILMINGTON - DELAWARE

# The **Schaw-Batcher Co.**

SACRAMENTO, CAL.

# WHOLESALE HARDWARE

Pipe and Fittings

Canton Steel

Announition

Sporting Goods

Fittings | Sargent & Co.
In Steel | Builders' Hardware
In Mill and Mining
Is Goods | Supplies
Blacksmith Supplies



This machine has a long stroke, makes work easy, double action performing twice the work with same labor; one man can do the work of two; two air chambers with double action, makes steady overflow. Capacity 1% gallons or 25 panuds sulphur.

## GRANUCCI HARDWARE CO.

Importing Agents for North America

Send for Prices and Catalog H. W. 653-647 Front Street, Sag Francisco, California

# PIONEER Our Policy Roofing Quality First, Always

PIONEER products will always be the same high standard maintained for twenty-eight years.

## PIONEER PAPER COMPANY

Manufacturers of

Pioneer Rubber Sanded Roofing

Pioneer Rubber Flaxine Roofing

Pioneer H. & H. Roofing Pioneer Insulating Felt

Pioneer Roofing Felt Pioneer Sheathing Paper

Pioneer Deafening Felt

Pioneer Asphalt Roof Paint

247-251 S. Los Angeles Street Los Angeles, California 506 Hearst Building San Francisco, California

# THE THOMPSON PEERLESS LAWN SPRINKLER



Brass Lined

All that the name implies and meeting the insistent demand for a MEDIUM PRICED SPRINKLER THAT WILL NOT TURN OVER when being moved about at the end of the hose. The eight inch base made of No. 6 galvanized wire and molded in the sprinkler body insures the sprinkler always remaining in the proper position.

A perfect die-casting, made of pure zinc, with brass lining and machine cut threads.

No. 120. three-quarter inch St

Threaded for three-quarter inch Standard hose couplings.

Manufactured by
Thompson Mfg. Co.
Sth Street & Santa Pe Avenue
LOS AMGELES, CAL.

FOR SALE BY JOBBERS



CONTRACTORS IN YOUR OWN TOWN USE THIS BAR-ROW.

ARE YOU SUPPLYING THEM! ASK FOR PRICES.

WAREHOUSE TRUCKS, CASTERS, CONCRETE MIXERS, SCRAPERS, HAND CARTS, FIBRE WHEELS, MILK CARTS, ETC., ETC.



338-348 Brannan St. near 2nd SAN FRANCISCO, CAL.

# Foster's Quick Service



We are frequently accused of making the best and most complete line of popular priced stoves and ranges on the market. This charge is surprisingly accurate in so far as "Foster's Quick Service" is concerned. It is handsome in appearance, simple in construction, efficient in operation and the price is right.

You need this agency to make your present line air-tight.

For further information write to.

THE FOSTER STOVE CO. - Ironton, Ohio

## VARIETY

is our strongest advertising point, because variety is the Jobbers' big talking feature, and the immense line of "UNIVERSAL" casters, are the most varied and compre-



hensive on the market. There is a "UNIVERSAL" caster to meet every dealer's demand, and several of our most popular styles are illustrated here. The "UNIVERSAL" Ball Bearing Metal Bed caster, made in 12 distinct sizes, and with wheels ranging from 1 1-16" to 2" in diameter, should be carried in stock by progressive jobbers. Can also be furnished in the "UNIVERSAL" Plain Horn and Non Ball Bearing patterns.

PATERTED MARCH 13, 1900

The "UNIVERSAL"
Ball Bearing Oblong
Plate caster, has for
years been the Hardware Jobbers' leader
in his caster sales.
Constructed throughout of high grade
steel, with strong
steel axles, and
equipped with large
size ball bearings, enabling the caster to
revolve smoothly and
easily. Made in six
distinct sizes wheels



distinct sizes, wheels ranging from 1 1-16" to 1 7-8" in diameter, and packed in neat, durable boxes, properly labeled, containing six sets each.



"A product without a peer!" The "UNIVER-SAL" Ball Bearing Grip Neck caster for the past twenty, years has been recognized the standard grip neck caster on the market. Constant improvement in its construction, has without a doubt made this the most complete and highly perfected ball bearing grip neck caster. Also made in the "UNIVERSAL" Non Ball Bearing and "UNIVER-SAL" Plain Horn paterns, in various finishes, with 22 different kinds of wheels, and distinct sizes. Samples

can be furnished in 7 distinct sizes. Samples and prices H. W., upon application.

# UNIVERSAL CASTER & FOUNDRY CO. GENERAL OFFICES AND FACTORIES

GENERAL OFFICES AND FACTORIES

574-600 Ferry Street, Newark, N. J., U. S. A.

Pacific Coast Representative
MR. EUGENE C. SAUL
Monadnock Bldg., San Francisco, Cal.



MADE IN OHIO, U.S. A.

# ALUMINUM "Real Solid"

## ANNOUNCEMENT

The "BRAL SOLID" LINE has been for 29 years, the Strong, well known, dependable Aluminum line of Kitchen Utensils.

Our Policy is and has been to give the dealer goods of such quality that assures him not only his PROFIT, but the housewife's continued patronage. We have now added

A New Line of

## "REAL SOLID WARE"

This is a Heavy Drawn line STAMPED from heavy tempered Sheets, which is far superior, in many ways, especially in Rigidness and Durability.

We have eliminated unnecessary expense of CAST ALUM-INUM HANDLES, etc., and are putting MORE METAL into the BODY of our UTENSILS.

TRIMMINGS — Tinned Iron, using Double Coated Tinned Iron—The best on the market.

PROTECTED HANDLES—All Coffee and Tea Pots with handles, both curved and straigth bottom of handle is protected with Metal Trimmings, so that it will be impossible for flames to creep up over bottom and burn off handle.

OUTSIDE FINISH—The Same HIGH CLASS polish as heretofore.

INSIDE FINISH—Scratch Finish Superior because it does not show finger prints from handling or dirt, which may accumulate while on dealers' Shelves.

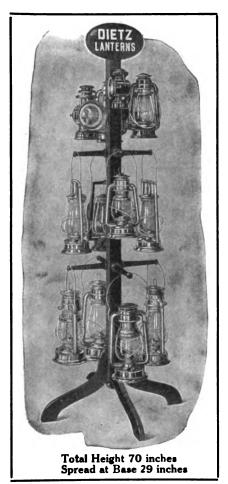
We have added 25 New Items, all practical. This makes the "REAL SOLID" Line the most complete on the market.

Write Today and get our New 1915 Catalog just off the Press.

The Buckeye Aluminum Company

# International Silver Company Silversmiths Announce to the Trade the Opening on August 1st of Their San Francisco Warerooms 150 Post Street In Charge of MR. E. V. SAUNDERS A Cordial Invitation is Extended to You to Examine the Lines on Display, Including Sterling Silver :: Cut Glass High Grade Silver Plate The Barbour Silver Co. The Holmes & Edwards Silver Co. Meriden Britannia Co. The Meriden Cut Glass Co. 1847 Rogers Bros. Rogers & Brother GENERAL OFFICES, MERIDEN, CONN.

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# A N Opportunity to Double Your Sales

DIETZ QUALITY Lanterns

IETZ Display Stand No. 12, with its assortment of twelve popular DIETZ Lanterns shows the goods to perfection in a very small space.

Install one of these stands in a prominent place in your store. Mark the retail price on the "Quality Tag" attached to each lantern.

This "silent salesman" will invite your customers to inspect and handle the goods.

Lanterns Well Displayed are Half Sold

This is the best "dealers' help" that Dietz has ever offered. Sold at a special price, providing a generous profit for the retailer. Buy a Dietz Lantern Display Stand and watch results.

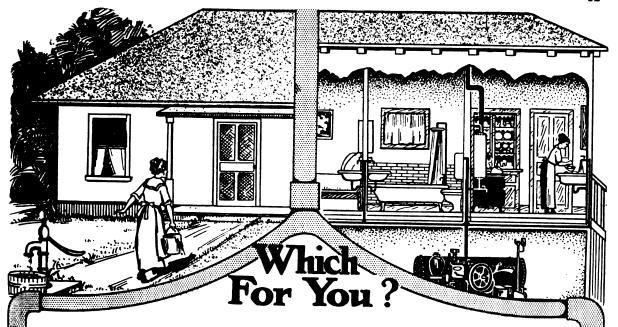
Write your jobber today

# R. E. DIETZ COMPANY

SIXTY LAIGHT STREET

NEW YORK, U., S. A.

Dietz Display Stands Are Sold Through the Jobbing Trade Only



Water when and where you want it by simply turning a faucet or having to carry it from the pump? The first is the money, time and labor-saving way. The second way is old-time drudgery. Install a

# Leader Water System

and know the comfort of having

## **WATER**

in every room in the house, in any part of the barn or feed lot. Consider the value of a strong stream of water should fire break out. The money you will save in installing a **Leader Water System** will more than pay for it in a short time. A **Leader Water System** will also add to the rental and property value of your property.

## SEND US YOUR NAME AND ADDRESS

and we will go into full details. We will show you how you and your wife's work can be done quicker and made easier with a **Leader Water System**. We will show you how you can run your farm on a more economical basis.

Every LEADER WATER SYSTEM sold is fully guaranteed.

Write us now.

## PACIFIC HARDWARE & STEEL CO.

Pacific Coast Distributers
SAN FRANCISCO

# New York Stamping Company's Latest War Baby

Strong Sanitary Cold Handle Popular Prices



Now in the Hands of All Jobbers Ready for Immediate Delivery

Manufactured by the

New York Stamping Company
Brooklyn, New York

Wm. P. Horn Co., San Francisco, Los Angeles, Portland



# Why are Hair Brushes Sold in Drug Stores?

## The Answer Applied to Hardware and Linoleum

There was a time when hair brushes and combs were sold almost exclusively in hardware stores. Of late, the drug stores have grabbed this business, and almost monopolized it. Why? Because they have learned the secret of "related lines." Hair brushes go hand-in-hand with tonics, shampoos, and the like.

# Armstrong's A Linoleum

is "related" to every article used in the kitchen—stoves, refrigerators, cutlery, crockeryq, pots, pans, etc. If you sell these, you can also sell linoleum.

Put a stock of linoleum in your stove and kitchenware department, and watch it sell. And remember the Armstrong selling helps—window displays, newspaper cuts, lantern slides, show cards, street car cards, etc., which are supplied free, express prepaid, to retailers of Armstrong's Linoleum.

Mail the Coupon for Full Particulars

Armstron	g Cork Co.
Linoleum Dept. '	Lancaster, Pa
Georg	e·B·Swayne
212 Pifth Ave.	fling Agent Heyworth. Bld.
New York	Chicago

	F-212
	Armstrong Cork Company, Linoleum Dept. No. 97, Lancaster, Pa.
	You may send me, without cost or obliga- tion, free book describing your selling helps; also prices and samples.
1	Name
1	Street
(	CityState





Electric Toaster
No. E946, \$4.50



UNIVERSAL Electric Four-Heat, Round Grill No. E984, \$6.50



UNIVERSAL Electric Iron, New Model No. E905, \$4.50



UNIVERSAL Electric Curling Iron No. E989, \$3.75 Without Comb

No. E9891, \$4.50 With Comb

## **MEET DEMAND**

by selling the line most competent to meet it

# **UNIVERSAL Electric Home Needs**

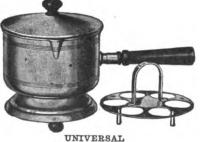
The "Universal" Line has prestige It is known, accepted and trusted

It is the line of goods that delivers the goods

LANDERS, FRARY & CLARK New Britain, Conn.



UNIVERSAL Electric Immersion Heater No. E970, \$4.00



Combination Electric Boiler

No. 9932, \$7.50





UNIVERSAL Electric Vegetable Dish No. 922, \$13.50



UNIVERSAL Electric Percolator No. E9635, \$9.50



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Volume XII AUGUST :: 1917 Number

THE WORLD IS THE OFFICIAL ORGAN OF THE WESTERN ASSOCIATIONS

## INDEX OF CONTENTS American and German Policies Contrasted..... Hardware Merchants' Patriotism vs. Bankers' Patriotism..... Kindness to Children and the Results..... Revelations Show Defeat of Wilhelm...... 70 Frank A. Bare Purchases Controlling Interest in George Tritch Hardware Co. 71 How Much—A Trade in Price..... Keeping a Strict Account on Each Man's Sales..... Personal Salesmanship the Barometer of Retail Efficiency........... 78 The Successful Retail Merchant..... 84 My Duty in War Time..... 89 International Silver Company Increases Their Facilities...... 91 The Poet's Vision ...... 93 Painting Contest Gains Publicity......94 Golf Supplies Increase Merchant's Trade...... 95 Employees Share of the Profits...... 97 Automobile Accessory Department .......98-119 Primary Principle of Salesmanship.......110 RETAIL SELLING PRICES ......146-155 AUTO ACCESSORY DEPARTMENT ......99-119

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# American and German Policies Contrasted

Abraham Lincoln (second inaugural address.)

"With malice toward none, with charity for all, with firmness in the right as God gives us to see the right, let us finish the work we are in-to bind up another's wounds, to care for him who shall have borne the battle, and for his widow and orphans; to do all which may achieve and cherish a just and lasting peace among ourselves and with all nations.

Friedrich von Bernhardi (German lieutenant general, and a regular mouthpiece) says the following:

"Might is at once the supreme right, and the dispute as to what is right is decided by the arbitrament of war."

"It is outrageous to presume that a weak nation is to have the same right to live as a powerful and vigorous nation.

'The inevitableness, the idealism, and the blessedness of war as indispensable and stimulating law of development must be repeatedly emphasized."

"Our people must learn to feel that the maintenance of peace never can or may be the goal of a policy."

Which of these two national viewpoints is to be allowed to dominate the world?

## SUMMARY OF GRIEVANCES OF THE UNITED STATES

Hon. G. E. Foss, of Illinois, a member of Congress, delivered the following indictment of German policy in a debate in the House of Representatives, April 6, 1917:

"As a reward for our neutrality what have

we received at the hands of William II?

"He has set the torch of the incendiary to our factories, our workshops, our ships, and our wharves.

"He has laid the bomb of the assassin in our munition plants and the holds of our ships.

"He has sought to corrupt our manhood with a selfish dream of peace when there is no peace.

"He has willfully butchered our citizens on the high seas.

"He has destroyed our commerce.

"He seeks to terrorize us with his devilish

policy of frightfulness.

"He has violated every canon of international decency and set at naught every solemn treaty and every precept of international law.

"He has plunged the world into the maddest orgy of blood, rapine, and murder which history records.
"He has intrigued against our peace at

home and abroad.

"He seeks to destroy our civilization. Patience is no longer a virtue, further endurance is cowardice, submission to Prussian demands is slavery."

Steered in the right direction, the force of habit will accomplish wonders—as also will the habit of force.

In purchasing service it is usually wise to give larger consideration to quality than to price.

## HOW THE WAR CAME TO AMERICA

If by chance there should be any American who is in the slightest doubt as to the justification of America's entry into the world's war. he should read the Red, White and Blue booklet, issued by the Committee on Public Information, which can be obtained by addressing the department at Washington.

It is a complete summary of all the events leading up to our entry into the war, as well as a brief history of the policy of this republic since its foundation.

Therein is given a summary of events that cannot fail to justify every action that America has taken.

The dealer who waits for business to come to him will get just about half the volume he could get by going after business that is waiting for someone to pick it up. That business can "wait" for the dealer to go get it, just as long as he can "wait" for it to come to him.

Making one's business his recreation is the secret of real business success. The man who has to go outside of his work for his pleasure is a square peg trying to fit himself into a round hole-he'll never make it.

Don't use your competitor as the gauge of what you should accomplish in the way of Take your own best record, and then beat it. Then try to beat the new record. Let your competitor take care of his own affairs, but work with him, if you can and so far as you

About the only man who can afford to believe all he hears is the man who is stone deaf.



## HARDWARE MERCHANTS' PAT-RIOTISM VS. BANKERS' PATRIOTISM

Editor "HARDWARE WORLD"

During the recent campaign for the Liberty Loan, we had an experience which may be in-

teresting.

We do not decry the great assistance that was rendered the government by bankers and financiers generally, but at the same time it is not fair to have the "middle man," the merchant, held up as a man who is profiting in this war or his patriotism called in question simply because he doesn't respond in as large an extent as some people might think he should.

Because a man is in business, and perhaps has a fairly good sized store, is no reason why he is able to subscribe for large funds to the Liberty Loan, when as a matter of fact he may be having hard work keeping his own head above water and keep his business going.

Let me tell you of an instance here in the city of Omaha, which while it may not be indicative of all bankers, yet is true in this par-

ticular case.

Business men were being solicited and drummed to purchase Liberty Loan Bonds. Practically every business man is a borrower at his bank, and the Liberty Loan Bonds bear  $3\frac{1}{2}\%$  interest.

We pay our bank 6% interest on loans. Now these bankers who sometimes pride themselves on their patriotism were willing to loan us a sufficient sum of money to purchase Liberty Loan Bonds, but not at face value, mind you.

No, the most they could loan us would be 90% of the face value, and the Liberty Loan Bond must be pledged to them as security and as evidence of it.

But would they be willing to charge us only  $3\frac{1}{2}\%$  for the amount that was to be used in the purchase of Liberty Loan Bonds! Nay, nay, the best they would do in loaning us this money to purchase these bonds that would only bear  $3\frac{1}{2}$ % was 6%, and yet they themselves knew that all we would get would be  $3\frac{1}{2}\%$ , and they wouldn't even loan up to the face value at that.

I just want to cite this to you for your information, and for the information of your readers, because it is well sometimes for a man to have these facts to fortify himself when his banker begins talking to him about the "patriotic" duty of every citizen, and what business men should do.

Of all business men, the average run of bankers are the least experienced in business affairs and generally the most conceited. Bankers are "developed" generally from young clerks who have had no business experience and their ignorance as well as their conceit is usually "monumental." Yours truly, OMAHA MERCHANT.

"KINDNESS TO CHILDREN AND THE RESULTS"

(By J. W. Pearson.)

Does the average hardware dealer realize the increasing competition arising in our lives principally from the neighborhood drug and grocery stores?

We find the druggist handling sporting goods, watches, clocks, cutlery, rose sprays,

fly swatters and garden seeds.

The grocer is carrying garden hose, oil heaters, 5c and 10c kitchen articles, brushes and lawn mowers.

We do not believe they profit by interfering in our lines for the grocer has to put most of it on the books.

Both druggist and grocer are no doubt talked into carrying these goods by the small jobbing house salesman that cannot sell the hardware dealer on account of prices and unadvertised articles and in a great many cases because the hardware man does not give enough attention to the small articles needed around the kitchen.

We have heard of grocery stores trying to get certain lines of paint. One of the best ways to get the business that rightfully belongs to us, is to jolly the young boys and girls

along that come into your store.

Offer prizes to the basket and baseball teams, etc. You will soon get to know the youngsters well enough to ask them to look around your store and see what they can buy

from you that they now purchase elsewhere.

Just remind them of stove and shoe polish, can openers, etc., and you will find that they will agree that those articles could be bought

from you as well as at the grocery.

Now and then put something live or movable such as an electric train, a bowl of goldfish, or a pair of playful kittens, or puppies, in your window. The news of such display spreads and causes the children to bring their parents to your store. Be sure to have your other windows attractive to the ladies and note the results.

Here is another idea. A card such as this sometimes saves annovance:

> BE INDEPENDENT DON'T BORROW TOOLS BUY YOUR OWN

"Please Don't Ask Us to Cash Checks For a Greater Amount Than Your Purchase."

In the check matter dealers should reserve the right to deliver goods when in doubt.

"It is not always the cheap price that gets business of the right kind. Anybody can sell if he makes the price low enough. The best salesman is the man who sells his goods and gets a good price for them."-Chas. M. Schwab.

You can tell a salesman by the way he sells his own services.

# A Jobber's Policy

NDER this heading in our March issue was related an account of the policy of jobbers as to selling a fruit growers' organization.

The particular instance referred to was discussed at some of the retail hardware conventions in the Northwest, being what the retail merchants considered a policy that was not in accord with their interests, and the "HARD-WARE WORLD" was requested to publish the facts that were presented before the Convention.

In order that our readers may have some knowledge of the article referred to we are quoting from a portion of it as it appeared in our March number:

"A large fruit growers' association, composed of farmers, have been accustomed to purchase groceries for their members at wholesale prices, and the idea occurred to them that the same plan could be put into effect when purchasing hardware and steel products, which the individual members required for their own

"Accordingly a hardware jobbing house which to some extent was considered as being affiliated with their grocery jobbers was given a list, aggregating more than \$1,000.00 of steel products for which it was desired to place an immediate order.

"There was no question as to its financial ability to discount its bills, and there was every assurance

that the business would be materially increased.

'The jobber took the position, and went to some trouble to explain, both by correspondence and we believe by a personal visit, that it was not the right business policy for this fruit growers' association to expect or attempt to buy their hardware products at wholesale, when in immediate towns adjacent to where the farmers live, were a number of enterprising and reliable merchants who carried stocks com-mensurate with the needs of the community, and who extended whatever accommodations were desired by the individual customers.

"The writer was shown some of the correspondence that passed between the fruit growers and the jobbing house referred to, in which the sales policy of both the jobbers and retailers was explained at some length, and so convincing was this correspondence that the manager admitted its reasonableness

and correct principle.

"However, although turned down by the first jobber, he persisted in trying to purchase his goods at wholesale until he was given practically the same answer by all the other jobbers in the same city we believe. They all took the same view as to the proper methods of distribution even though the aggregate orders might amount to considerable more than any of their customers in the adjacent towns purchased

at one time.

"The inducement was held out that they "thought of opening a store" and carrying goods regularly to be distributed to their members at practically cost, but the jobbers did not consider this as being fair to the local merchants. The fruit growers had just about been "won over" to see the correctness of these principles for they themselves do not practice the same policy in disposing of their products under similar circumstances, or if the position was reversed.

"About this time a representative of another job-bing house learned of the contemplated order or was asked to give his quotations, and he jumped at the

chance.

"The last jobber, however, is located in another

city some hundred or two miles distant, and the order

is promptly accepted and filled.
"Considerable discussion is being had in the towns affected as well as in the retailers' organizations, who are endeavoring to correct such abuses. Wherever merchants gather this question will be agitated. Loyalty to their friends among the wholesale houses should be a firm and fixed principle with retail merchants. Reciprocity should not only be expected, but given."

Further Facts.

Recently there was brought to the attention of the "HARDWARE WORLD" a further fact as to the instance referred to, so that no injustice may be done anyone we believe these should be given the same publicity as was the original article.

When publication was given, we distinctly stated there was always two sides to a question, and any of our readers had the privilege of presenting further facts in connection with

the transaction.

The "HARDWARE WORLD" has now been given to understand that the jobber who secured and filled the order from the Fruit Growers' Association referred to, did so in open competition with two other well known jobbing houses in a nearby city.

In fact it was only after the jobber who secured the order found that other jobbers were competing for it that his quotations were

given.

The "HARDWARE WORLD" has been shown the correspondence and quotations referred to.

The Fruit Growers' Association maintain a store and carry a stock and the jobber who secured and filled the order states he consulted with another merchant in the same town, who purchases largely of him, and after explaining the circumstances says it was not objectionable to his other customer that he sell the Fruit Growers' Association, and that he has continued to sell both the association and the other hardware merchant ever since.

#### LIBERTY LOAN BUYERS

The oldest purchaser of a Liberty Loan Bond is Mrs. Louisa K. Thiers, of Milwaukee, Wis., who is 102 years of age and a real daughter of the Revolution, her father having served in the Continental Army which won our independence.

The youngest subscriber to a Liberty Loan Bond is Miss Florence Estelle Rogers, of Medford, Mass., whose father purchased her a bond

when she was 8 hours old.

The purchaser of a Liberty Loan Bond with the longest name was Mr. Gust J. Papatheodorokoumoundurgistomichalakopulos, of Chicago.

Order takers give customers what they ask for. Salesmen give customers what they ought to have.



## Hardware Windows of Distinction

## Suggestions for Making Them

THE modern hardware merchant, instead of making his window look like a pawnbroker's or a junk shop, filled with all kinds of merchandise, specializes on one or two lines, backing them up with catchy cards which call attention to the good points of the articles displayed. He uses judgment, too, taking care that his windows complement his newspaper ads, thus making sure that everybody becomes acquainted with the merchandise to which he is giving publicity.

There is nothing like novelty to draw attention to a display, and the merchant who takes on a new line should make haste to display it in his window. The Maxwell Hardware Co., Oakland, Calif., not only carried a novel line for a hardware store (bathing suits), but

displayed it in a novel manner.

When all things are considered bathing suits are an appropriate line to be handled by a hardware man, since all of them handle sporting goods of every description, and it is natural that a man should purchase his outing togs where he gets his canoe, and paddle, his gun, and line, and camping paraphernalia. The side wall was covered with burlap, and placed across the back corner was a large black wooden frame, with a six-inch ledge at the bottom.

About a foot back of the frame was a canvas drop representing an ocean surf. Between the canvas and frame was the half length figure of a girl in black bathing suit. (This was a cardboard cut-out, the head being covered with an actual rubber bathing cap. Poised on the ledge at the bottom of the frame was another cardboard bather, with arms extended as though about to leap into the surf. row of electric bulbs at the bottom of the window, between the canvas and frame, threw the figures into bold relief at night. All along the top of the wall were hung tennis racquets while to two tall columns on either side of the picture were attached bathing caps of red, blue and green. Bathing suits of gay hues were spread on the floor in front, mingled with sandals, caps and water wings.

#### Sale of Chinaware.

For any dealer contemplating a china sale no better display could be imagined than that of the John Breuner Co., Sacramento, Cal. Everything was concentrated on the willowware pattern, and so striking was the arrangement that it attracted the attention of every one who passed. The window was floored with large blue and white tiles and backed with blue and white novelty goods in Chinese design, alternating with pleated panels of cloth in yellow, red and brown. Around the wall, near the top,

was a frieze of willow ware plates, set in wire racks. Suspended from the ceiling on fine wires, so that they seemed to be flying, were two white doves. Small tables at either end held ebony stand lamps with broad pagoda shades of silk, one of yellow, the other red.

On the floor, near the glass, so that its pattern could be studied, were many examplesin fact an entire dinner set—of the blue willow ware. Occupying the greater part of the window was a long table spread with white cloth and set for a dinner party, with a service of willowware, at each plate being a little Chinese doll three inches high, dressed in black and cerise. In the center was a pile of fine sand in the midst of which was imbedded a shallow green pottery dish filled with water, to form a lake. One of the wonderful Chinese dwarf gardens was shown in all its completeness-with little cement pagoda, rustic bridges, dwarf trees, and tiny bisque animals and people. At either end of the table were quaint lamps, balloon shaped paper shades set in a black wood A large blue card, lettered in framework. white, advised:

#### BLUE WILLOW WARE

There is a certain attractive refinement secured in the home by the judicious use of blue willow, which is of great value.

It finds its place as harmoniously in the stateliest dining hall as upon the shelves of the

humblest kitchen.

The art of the potter has an appeal and must forever appeal to all sorts and conditions of men, but few things in the way of pottery are so attractive, so supremely suggestive, so universally admired as blue willow ware.

versally admired as blue willow ware.

It has outlived long years of changes in art and fashion. Custom has not withered its infinite charm, and when it has withstood the ravages of time and the all powerful hand of the servant it is cherished as are the heirlooms, the jewels, and the paintings of ancestral wealth.

#### Another card says:

The blue willow legend that forms the motif : of the blue willow ware is a Chinese love story. : Come in and have it explained to you and examine the exceptional value of our offerings. :

#### Lawn Tool Display.

A very practical display, especially at this season of the year, when the appearance of the lawn is of paramount importance was the lawn tools window of the Honeyman Hardware Co., Portland, Ore. A striking appearance was given to the window by having it set as a stage, with wings and flies of yellow paper. In the background was a large painting of a young man mowing a suburban lawn. The balance of the background was covered with black felt, and the painting was framed in large crepe



paper pumpkin blossoms, in the heart of each alternate flower being concealed an electric bulb, which lighted the window to good effect at night. A green lattice was tacked to the side walls, and up this clambered pumpkin vines with their big yellow flowers. On either side of the picture was a long brown panel, framed in rubber washers, on which was inscribed:

Garden Hose—the kind that wears. Lawn Sprinklers in many patterns. Hose nozzles, menders, couplings and washers.

Lawn Mowers—come in and look them over.
Grass cutters Grass shears

Turf\_edgers

Trowels Shovels

Rakes Show Spades Forks

Down in front were shown many examples of each of the implements mentioned on the cards, each with a little tag indicating the price.

## MAIL ORDER SUCCESS SHOWS WEAKNESS OF LOCAL DEALER

When a mail order house gets a hold on the trade in any territory it is not proof of their good buying or selling methods—it is proof of the weakness of the dealer. Why, not long ago before a bunch of advertising men, the advertising manager of a big mail order house said: "We keep careful track of the advertising in the local papers and we can tell by that whether the merchants are wide awake or asleep, and if they are asleep, we circularize the district to a finish. If they are wide awake it doesn't always pay and so we keep away."

The mail order houses today are getting the business not because of price, not because they have better quality, but because they are on the job. They are courteous, they are considerate and they are selling ideas all the time. Why, at a little town in Wisconsin they tell me half the freight that comes in is from the mail order houses. Is that true in Milwaukee? Not by

any means.

The mail order houses are not doing much of any business in the larger cities and they are not doing it in the smaller cities either when the merchants are wide awake. So I say, if the mail order houses are cutting in on dealer's business it is a sure sign that something is wrong with that dealer.

#### AN EMBRYONIC SALESMAN

A Chicago business man advertised for a boy the other night. When he arrived at his office the next morning there were some fifty boys already in line. He opened his desk and was just about to begin examining the applicants when his stenographer handed him a card on which was scrawled: "Don't do anything until you see me. I'm the last kid in line—but I'm telling you—I'm there with the goods."

# REVELATIONS SHOW DEFEAT OF WILHELM

The Kaiser is the man who started the war. Serbia, the country where the war started. There are six letters in each of these words, and if written together and divided in halves, these two halves will also spell "Kaiser" and "Serbia."

KAI SER SER BIA

The greatest man in France today is Joffre, commander of the French. Apply the same rule and we have

JOF FRE FRE NCH

Germany claims to be the most cultivated nation in the world and this superculture is termed "Kultur." Turkey has the least "Kultur": apply the same rule.

KUL TUR TUR KEY

#### The Kaiser's Number.

If the word "Kaiser" is written with each letter followed by the number of its place in the alphabet, and with these numbers is placed the significant number 6. we have:

K—116 A— 16 I— 96 S—196 E— 56 R—186

the Kaiser's number, 6x6-36, plus 6 equals 42 months.

Also note that when the Kaiser started the war he was 55 years and 6 months old—666 months—which again fixes the Kaiser's number. Having established this fact one will be interested in reading from the 13th chapter of Revelations, the 4th, 5th and 18th verses:

"And they worshiped the dragon which gave power unto the beast: and they worshiped the beast saying: "Who is like unto the beast? Who is able to make war with him?"

"And there was given unto him a mouth speaking great things and blasphemies: and power was given unto him to continue forty and two months.

"Here is wisdom. Let him that hath understanding count the number of the beast: for it is the number of a man: and his number is six hundred three score and six" (666).

War started in August, 1914, plus 42 months makes February, 1918.

The best time clock on earth for salespeople is an incentive.

When you lose a sale don't think about what was wrong with the prospect. Think

You've got to be interested in the merchant—know his troubles and his language before you can sell him most effectively.





FRANK A. BARE PURCHASES CONTROLLING INTEREST IN GEORGE TRITCH HARD-WARE CO.

The trade generally will be interested to learn that Frank A. Bare has purchased a controlling interest in the George Tritch Hardware Co. of Denver, Colorado, a large and well known jobbing institution, and has become President and General Manager.

There is no one connected with the trade who enjoys a wider acquaintance or who is more popular than Mr. Bare.

He was brought up in the hardware business, his first experience being in the retail trade in Mansfield, Ohio. He later became Secretary of the Ohio Retail Hardware Association and afterwards served the National Association as Treasurer.

By reason of Mrs. Bare's health, he moved to Denver, Colorado, and for the last five years has been Western Manager of the Ohio Varnish Co. In this capacity he developed a most excellent business for this institution. In fact, it is not overstating the case to say that it is due very largely to his efforts that the products of the Ohio Varnish Co. are so widely distributed throughout the West.

Personally, Mr. Bare is a man of high ideals, clean-cut principles, and with his knowledge of both the retail and wholesale business, coupled with his pleasing personality and aggressive methods, the George Tritch Hardware Co. will become an even larger factor in the trade in their territory. This institution enjoys an excellent prestige and reputation and the business will continue under the same name.



Associated with Mr. Bare will be H. J. Thomas who will continue in position of Secretary. Mr. Thomas has devoted his efforts largely to the financial and office end of the business, than whom there is no better informed man.

Albert Arps will likewise continue as First Vice-President. He is well known and popular, and it is said no better hardware man can be found in the West.

Extensive outside interests of the Tritch family and corporation require their personal attention, and it is for this reason that they consented to dispose of the control of the institution to Mr. Bare.

Under the new management, the George Tritch Hardware Co. cannot help but assume a larger sphere in the hardware trade of Colorado and the Rocky Mountain region.

#### DEATH OF WILLIAM SWARTLEY

William Swartley, secretary of Holbrook, Merrill & Stetson, San Francisco, with which institution he has been connected for over forty years, passed away recently after a short illness. Mr. Swartley was sixty-two years old, and a native of Pennylvania. He is survived by a widow. Mr. Swartley was one of the most highly regarded business men connected with the trade, and as a credit man and financier, his ability was recognized wherever it was known. His passing will be learned of with sincere regret.

If there is one thing that will put a man to the bad quicker than grabbing at every innovation, just because it is new, it is insisting upon pegging along in the same old rut when conditions and experience demand the employment of more progressive methods.

# RETAIL MERCHANTS EFFECTIVE WAY OF COLLECTING ACCOUNTS

Probably not many of our readers have ever heard of Pipestone, Minn. Pipestone isn't a big place on the map as cities go, but it has some live business men, who believe when they sell their merchandise they are entitled to their money.

Pipestone probably isn't any different from the average country town, and the people of Pipestone are just as honest, just as progressive as the people in any other community. Human nature is very much the same the world over.

But the Pipestone Business Men's Associa-

tion is a real live Association, and benefits the retail merchant. They work closely together.

We are privileged to reproduce several letters which the Pipestone Business Men's Association use in collecting their accounts. It is needless to say these letters have been effective

It is evident that in Minnesota a law exists that permits the sale of judgments and accounts. This is to be seen in the third letter, where the debtor is very plainly told this will be done unless payment is made. As a matter of fact we are reproducing what we understand was an advertised list of accounts.

Any of our readers who might be further interested could doubtless obtain further information from the Pipestone Business Men's Association.

## FINAL NOTICE

PIPESTONE MINN., OCTOBER 6, 1918.

Your account as listed below has been handed to us to be advertised. Before doing so we desire to give you one more chance to make settlement of this account, as it is not our desire to work a hardship on anyone. Unless this account is settled within 10 days from above date, it will be advertised for eale in the local newspapers or by hand bills distributed in your neighborhood, and merchant's show windows or sold at public

PIPESTONE BUSINESS MEN'S ASSOCIATION. 113 S. Hiawatha Street.

Mrs. Joh. Nafziger, Pipestone, Minn.				Meets	
Hiram Toresdahl, Pipestone, Minn.	Dental Services	15.50		Meats	7.5
Mrs. D. H. Stamm, Tracy, Minn.	Dental Services	14.80	R. C. Fields, Pipestone, Minn.	Meats	1.50
Mrs. G. S. Ness, Trockey, Minn.	Dental Services	7.70	J. I. Garrett, Pipestone, Minn.	Meats	2.79
Hiram Toresdahl, Pipestone, Minn.	Puel	22.78	Mrs. Jas. Heffron, Pipestone, Minn.	Meats	1.95
J. R. Kinrode, Pipestone, Mihn.	Fuel	22.55	Bert. Sweet, Jasper, Minn.	Meats	9.0
Gould Wilson, Pipestone, Min 1.	Fuel	26.80	Dee Pratt, Pipestone, Minn.	Meats	37.71
Wm. Young, Pipestone, Minn.	Fuel	21.40	Alvin Brown, Pipestone, Minn.	Groceries	5.17
E. T. Fields, Pipestone, Minn.	Belance Fuel	14.56	Velma Nichols, Pipestone, Minn.	Mdse. or Groceries	1.95
J. J. Heffron, Pipestone, Minn.	Fuel	9.17	Lucille Harmsen, Pipestone, Minn.	Groceries	4.00
J. W. Emery, Pipestone, Minn.	Fuel	7.55	Joe Nafziger, Pipestone, Minn.	Groceries	2.0:
H. A. Jackson, Ft. Dodge, Iowa	Fuel	5.30	Hiram Toresdahl, Pipestone, Minn.	Groceries	.90
John Barton, Pipestone, Minn.	Fuel	6.15	Cecil Westegard, Pipestone, Minn.	Groceries	4.00
R. C. Fields, Pipestone, Minn.	Fuel A	7.95	John Lange, Pipestone, Minn.	Groceries	37.33
Theo. Buckholtz, Pipestone, Minn.	Smithing	9.80	Walter Hof, Pipestone, Minn.	Furniture	4.00
Fred Hatfield, Pipestone, Minn.	Smithing	1.00	C. R. Hamlin, Pipestone, Minn.	Furniture	10.75
Dell Rutter, Paynesville, Minn.	Hardware	4.60	Wm. Van Eaton, Omaha, Nebr.	- ·	
Harry Martin, Pipestone, Minn. Chas. Brown, Pipestone, Minn.	Hardware	3.25		Furniture	7.00
W. T. Joyner, Pipestone, Minn.	Fuel	4.75	Elmer Alexander, Pipestone, Minn.	Dry Goods	5.05
J. A. Nafziger, Pipestone, Minn.	Fuel	3.66	Henry Forman, Pipestone, Minn.	Dry Goods	6.36
Dee H. Pratt, Pipestone, Minn.	Fuel	6.68	John Bornhoft, Pipestone, Minn.	Dry Goods	23.14
W. F Reynolds, Pipestone, Minn.			Robert Ells, Pipestone, Minn.	Dry Goods	6.25
Hiram Toresdahl, Pipestone, Minn.	Balance Fuel		Dee Pratt, Pipestone, Minn.	Dry Goods	1.48
Nels. Heathfield, Pipestone, Minn.		1.75	Bert Easland, Sioux Falls, S. Dak.	Dry Goods	33.20
Wm. Young, Pipestone, Minn.	Fuel		John Barton, Pipestone, Minn	Dry Goods	7.03
John Barton, Pipestone, Minn.	Lamp	1.00	W. F Martin, Troakey, Minn.	Dry Goods	4.75
G. W Augusen, Chandler, Minn.	Fuel	6:00 2.25			17.13 28.35
Elmer Alexander, Pipestone, Minn.	Shoes		Sam Toffelmire, Pipestone, Minn.	Fuel	13.88
Alvin Brown, Pipestone, Minn.	Shoes	1.25 5.75	Frank Gannon, Pipestone, Minn	Fuel	6.25
Mrs. R. L. Ells, Pipestone, Minn.			Bert Easland, Sioux Falls, S. D.	•	
Fred Hatfield, Pipestone, Minn.	Shoes	2.00		Fuel	11.00
Lydia Henry, Waterloo, Iowa	Shoes	13.25 5.25	Chas. Brown, Pipestone, Minn.	Fuel	21.53
Norman Jaycox, Pipestone, Minn.	Shoes	5.20 5.00	Tom Clayton, Pipestone, Minn. M. E. Kohlrusch, Pipestone, Minn.	Fuel	16.58
Jay Kent, Pipestone, Minn.	Shoes	1.00	Dan Moriarty, Pipestone, Minn.	Fuel	6.81
Dan Moriarty, Pipestone, Minn.	Shoes	5.00	Peter Thiel, Pipestone, Minn.		28.14
John Nolan, Elkton, S. D.	Shoes	3.85	Elmer Fields, Pipestone, Minn.	Fuel	2.95
Anna O'Connell, Westa, S. D.	Shoes	4.30	D. H Black, Elkton, S. D.		27.31
Joe Schaffer, Hatfield, Minn.	Shoes	1.00	Sam Toffelmire, Pipestone, Minn.	Groceries	22.98
Sam Toffelmire, Pipestone, Minn.	Shoes	3.60	Clifford Zollman, Pipestone, Minn.	Groceries	23.85
Hiram Toresdahl, Pipestone, Minn.	Meats	20.57	Alvin Brown, Pipestone, Minn.	Groceries	22.25
W. A. Junk, Pipestone, Minn.	Meats	12.55	Z. Fike, Pipestone, Minn.	Groceries	16.20
Peter Mains, Pipestone, Minn,	Meats	7.08	Elmer Fields, Pipestone, Minn.	Groceries	3.11
Otto Ransier, Pipestone, Minn.	Meats	8.37	William Moriarty, Pipestone, Minn.	Clothing	7.53
H. C. Hunt, Pipestone Minn	Meats		Joe Ras, Pipestone, Minn.	Clothing	24.73
Wm Franks, Pipestone, Minn.	Meats		J J. Heffron, Pipestone, Minn.	Clothing	13.00
Mrs. Kale Duggan, Pinestone Minn	Meats		N L. Jaycox, Pipestone, Minn.	Clothing	5.24
cam Toffelmire, Pipestone Winn	Ments	9.76		Clothing	8.8
1) H. Black, Elkton, S. D.	Meats	10.83		Clothing	8.7
W T. Joyner, Pinestone Minn	Meats	4.11	Sam Toffelmire, Pipestone, Minn.	Clothing	5.3
wm Van Eaton, Pipestone, Minn	Ments	10.50	D. H. Pratt, Pipestone, Minn.	Clothing	6.0
Wm. Young, Pipestone, Minn,	Meats	2.15	R. W Pottratz, Ward, S. D.	Bal. Int	.53
W H Heffron, Pipestone, Minn.			E. A Adams, Pipestone, Minn.	Clothing	5.6
Henry Venetres D.	Meats	1.00	John N. Lange, Pipestone, Minn.	Clothing	
Henry Konekamp, Pipestone, Minn.	Meats	6.21	A. H. Potratz, Ward, S. D.	Clothing	
R. Kiesaw, Pipestone, Minn.	Meats	6.21	Walter Hof, Pipestone, Minn,	Clothing	6.5
Z. Fike, Pipestone, Minn	Balance Meats	4.72	T S. Rutz, Pipestone, Minn,	Clothing	
Chas. Brown, Pipestone, Minn.			I we would a should need to		4.0



Pipestone, Minn.,101
B
Dear Sir:
We have sent you several statements of your secount of \$du
us forbut you have paid no attention to the same.
This assesumt should have been settled long ago. We shall be obliged to
issist on the payment of the same withindays. We have accommo-
dated you by extending eredit when you needed it, and you should show
your approciation, and be considerate enough to be willing to pay as you agreed to. We are members of the credit department of the Pipestone
Duriness Hem's Association, and are in position to force collection of
this claim. It is not our wish however to give this matter publicity
and therefore will give you one more opportunity to pay this bill and
save yourself annoyance, and unnecessary expense.
Yours very truly,
We Correspond Regularly with every Business Men's Association in the Northwest
Pipestone, Himn., 101
State of Minnesota )
/ Credit Department
Pipestone Business (len's Association
Above claim of \$has been handed us for collection.
This claim must be settled withindays. Make payment direct to
. If not paid within the specified time we
shall be obliged to commence logal proceedings. By such procedure you
rill be subjected to publicity, annoyance and expense. It is not the
intention of the owner of this claim to harms you, nor impose unneces- sary hardship upon you, this claim however must be settled. Give this
your prompt attention.
Yours very truly.
PIPESTONE BUSINESS MEN'S ASSOCIATION.
Grèdit Department
We Correspond Regularly with every Business Men's Association in the Northwest
Credit Department
Pipestone Business Men's Association
Mr Pipestone, Minn., 191
Der Sir:
We are informed by Mrthat you have given
to attention whatsoever to our letter of and have shown no
disposition to pay this claim. We want to say to you that you cannot af-
ford to ignore this demand. We shall be obliged to sue you and obtain
adgment, if payment is not made. The judgment creditor has the right
ander our statute to advertise judgments and accounts for sale to the
signest bidder, in the newspapers, by hand bills, or by posting them in
mblie places. Furthermore, we shall be obliged to report your disposi-
tion in this matter to the members of this Association, which extends all

PIPESTONE BUSINESS NEW'S ASSOCIATION, 'Gredit Department.

\_days. Amount of claim, \$\_\_\_\_\_

### MR. CLERK!

Yours very truly,

promptly within.

Make payment direct to.

It is easy enough to quit when you don't like the way things go, but every time you do that you make it harder to get another place and harder to make good in any place.

Give your present position a full, fair trial. Give your boss the best you have in you. That is the way other clerks have gotten to the front.

### A ONE HUNDRED PER CENT PEOPLE

It is a pleasing coincidence that the Red Cross campaign for \$100,000,000, which immediately followed the conclusion of the Liberty

Loan campaign, resulted in an oversubscription of practically the same percentage as the oversubscription to the loan.

The American people are well over 100 per cent patriotic and well over 100 per cent generous.

### BUSINESS GOOD IN CANADA

One of our subscribers who does not care to have us mention his name writes us:

We are bound to say that British Columbia has at last made a flying start on the way to prosperity. Never in her history—prior to this—was every industry working at full blast all at one time. Logging, lumbering, mining, fishing and agriculture are booming with big prices attached, and in addition we have immense pulp mills operating and shipbuilding contracts running into the millions.

The only apparent limit to it all is labor and transportation. Prosperity is being built upon a foundation of industries and resources as distinguished from the ephemeral prosperity of a few years ago which was built upon speculation. We are now producing real goods, giving a real service, receiving real money in return and adding to the development and wealth of the Province. Fortunately our munition contracts were very small, and when peace comes the disturbance following upon the closing of these will be very slight and we shall go ahead with the products of forest, farm, mine and sea supplying those things necessary to reconstruct after the awful havoc wrought by war.

### Women Workers.

British Columbia is always the last place to get hit by good times, bad times, infantile paraylsis and other such conditions, but when we do get hit we get hit stronger and stay hit longer, apparently, than other places. Women have done nobly here in volunteering for hospital corps, raising money for very worthy purposes and performing heavy and burdensome work with loving heart and willing hands not only for our gallant boys at the front but for those they left behind.

They are subjected to considerable uncalled for criticism in this work, but they can well afford to ignore it, repaid by the consciousness of a duty well done. They are doing a great work, though distinguished from this class of workers there still has not been any great number of women here who have taken up manual labor to help win the war. We are not forgetful of the limited number of splendid women and girls who are at work in the munition factories here day after day, and we understand that in Victoria women are helping to paint the ships being built there.

You get out of advertising what you put in it. Brains are as essential as money.



## How Much?

SUPPOSING prices are high, what are we going to do about it! asks the Gimlet.

For months, we have watched the steady upward trend in price of about every commodity with which we have to do, you and I. Like the rising tide on a sandy beach, costs have come racing up; some a little faster and farther than others, but only for a moment, and then the others with a swish have in their turn wet the sand higher and higher.

We have been apprehensive, indignant, alarmed and even downright angry, but all to no purpose, costs have climbed regardless. Cost of living, cost of dying, cost of eating, cost of playing, cost of building, cost of farming, cost of going, cost of sending, all have taken wing and the end is not yet.

We Americans are prone to investigations,—individual, communal and congressional. This matter of increased cost has been investigated to a fare ye well. Numberless committees have found numberless Goats, loaded the Goats with condemnations and anathemas and consigned them to outer darkness, but in little waves and big, prices have kept climbing and climbing and we have kept paying and paying.

### What Are We Going to Do About It?

You are a Retail Merchant. Your constant sales make equally constant replenishment of stock necessary. You are a systematic buyer perhaps. You pride yourself on keeping a cost record that is right up to the minute. Good! the practice is commendable and doubtless worth all the pains and trouble it takes.

But these are days when cost records are historical rather than practical. You refer to them to discover what was rather than what is. You must have something besides cost records to run your business by in times like these.

As usual when any sort of crisis arises, there are now a great many persons who fancy that they have made a comprehensive study of the kaleidoscopic conditions which surround us and by reason of some unaccountable endowment of mind or instinct, have put their fingers upon the exact seat of all the trouble. Such persons, perfectly persuaded that their own diagnosis is absolute and final, have with equal celerity discovered the sole remedy and panacea, which if applied according to directions (theirs), will promptly result in the complete restoration of what they are pleased to call normal conditions.

### But Not One Agrees with Another.

You, being a Retail Merchant, are struggling with problems that I know nothing about. Likewise, I am wrestling with problems that to me are every whit as serious and perplexing as yours and which you can no more comprehend than I yours.

I hold no brief as an economist.

Three years ago business was rotten. Neither of us knows why, but it certainly was.

Your purse strings and mine were tied in hard knots. We were durn'd glad to do business at any price. Our neighbors were all hard up. Jobs were scarce. Little mills and big ones operated on half time or less. Their managers were willing to take long chances on price if they could only get orders to keep them from shutting down altogether. They had to or other managers of other mills would get what little business they had away from them.

Raw materials of all kinds were so plentiful that they were actually in the way. Prices were at perhaps the lowest ebb we can remember since,—well that depends on how old you are

Everything was so durn'd cheap that it was a sin and shame not to buy, but we counted our small change—and were frugal. Hoss feed and House furnishing goods, Potatoes and Pianos, Corned Beef and Carriage Bolts, Shoes and Screws, the whole list of commercial commodities touched bottom and lay there as listless as a hobo on a blistering summer's day.

Then came the shocking news from Europe. We were stunned, nationally and individually, but business began to pick up. From its somnolent state during the spring months, trade gradually improved. Money was easy, prices exceedingly low and the commercial pace quickened so that by holiday time, business was really good.

Then, Latin America came into our markets to shop. For a few months the word shopping was distressingly descriptive, for our Spanish speaking neighbors obstinately wanted many things we couldn't and didn't care to furnish.

Meanwhile the combatants across the water so monopolized all the energies of labor and factory outputs with war activities that customary exports to us diminished to the vanishing point and the rest of the world awakened to the fact that of the five manufacturing nations, the United States alone was on the job.

Then the rush began. Inquiries and orders and cash came in at flood tide. Things began to hum.

As soon as we Americans realized that our neighbors actually wanted and were buying our merchandise, we concluded that we wanted it ourselves and with our characteristic impulsiveness, we rushed pell mell into the market, tried to buy everything in sight and out of sight.

Our factories, mindful only of the long painful hungering for orders they had passed through, simply reveled in the deluge of them. They took everything that was offered, literally gormandizing on the feast that a world in need spread before them.

And the next thing we knew, the arteries of commerce became so congested with business that our whole manufacturing and transportation system fell into the most prodigious spell of biliousness and constipation in all history.

biliousness and constipation in all history. But still, we placed orders and took orders.

Pretty soon we woke up to the unpleasant fact that too much business could be as disastrous as too little. Small factories with big orders couldn't get material, couldn't get labor and for lack of these essentials, shut down though their books bulged with orders.

Labor, lately servile, rebounded to a half baked sort of domineering. Jobs and high wages were so plentiful that ordinary effi-

ciency was sadly demoralized.

Enter the munition factories with their enormous hurry up contracts and ominous delinquency clauses and the labor market went stark crazy. Under the conditions this imposed, mills whose products were for home, that is domestic and peaceful consumption, faced the alternative of high wages or no labor—and they paid.

By January, 1916, the whole list of provisions and merchandise was speeding up the price ladder at an awful gait. The market took on the semblance of an auction. Spot deliveries went to the highest bidders and woe to the

chap who had sold short.

Today, prices are at the highest level you can remember and you find it exceedinly difficult to get what you want when you want it at any figure.

Whose fault is it and what are you going to

do about it?

Some wise guy has observed that "an optimist is a man who doesn't care what happens,

just so it doesn't happen to him."

Most of us are that kind of optimists, and unfortunately, the things that we are talking about are happening to us, they hurt and are therefore intensely personal.

We must consequently view the matter from a personal standpoint. To do this effectively we must first contract the question from a na-

tional one to a personal one.

You are a Retail Merchant. For the sake of clarity, we will assume that you have no unpaid obligations. You have paid cash for every article in your stock and it is legally and literally your personal, private property.

Assuming further that it is all good clean salable stock, let me ask you this question:

### What Is It Worth?

You answer promptly and rightfully that it is worth what it will cost to replace—plus a reasonable profit to recompense you for making the investment, bearing the expense and doing the work involved in its purchase and sale.

Very **well**.

No one can expect you to sell your property at a loss unless you are forced to realize on it through misfortune.

And you? Why, nothing could be farther

from your business ethics and practice.

Now if this strictly personal premise is correct—and it seems to be—why shouldn't the principle be equally correct when multiplied from a personal one to a national one?

And if you and I are ready to defend our personal property rights, why in the name of common sense should we get up on our hind legs and roar when other individuals, other firms, manufacturers and farmers take the same relative position and insist upon the same privilege?

But, you ask, what makes the cost of re-

placement increase?

This is a question that dates back to the very beginnings of Commerce. Joseph, in Egypt, might be said to have been the first man to corner the wheat market. He had the supply and the rest of his small world furnished the demand. His supply was unequal to the demand. His holdings might have been ample for the nation whose business agent he was, but only frugality and self-denial could make them suffice also for the needs of the Outlanders who came to buy—and so the price went up.

It was the first ocular demonstration of the nimble operation of the Law of Supply and Demand. The Law has been in operation ever

since.

Today, the whole world is at our doors. It lacks what we have. Our stores of foodstuffs and manufactures might be ample for our normal needs. But when we must share our possessions with the multitude now insistently demanding, and when in addition to our neighbors' needs your Uncle Sam tardily wakes up to the fact that an embryotic army of a million men and more must be provided for on emergency terms, our great markets dwindle to a Lilliputian scale and the supply is inadequate.

Confronted by these conditions, everyone else is doing exactly what you are doing. Everyone is trying to put a price on what he has to sell that will at least cover the cost of replacement. And thus, without any agreement, conspiracy or other reprehensible act or motive, we have a general increase in the price of such commodities as we personally control.

Viewed in this light, the upward movement is not to be thoughtlessly condemned as outrageous, high handed or anything of the sort. Do you think so? On the contrary, it seems perfectly natural and the obvious thing to expect.

Now, one thing more. Intrinsic value has always borne a very remote relation to abstract cost. If gold were as plentiful as iron, it would be worth no more per pound, if indeed as much. Its relative scarcity attaches a value that



speaks of supply and demand, rather than worth from the standpoint of usefulness.

There have been periods of high prices and periods of low prices; costs have always fluctuated and probably always will. The world has managed to wag along somehow through them all. Weak men have looked through the fear clouded lenses of their faulty spectacles, seen dire disaster and nothing else. But there were always strong courageous men to push the fearsome ones aside and turn the blackest clouds silver side out.

And so today, men who have red blood in their veins are not wasting their precious time in idly cavilling at the conditions but are right on the job, playing the game more vigorously than ever. No matter what the price, they have the goods and they are doing the business.

Which crowd are you training with,—the big fellows that win—or the little fellows that weep?

### LOYALTY TO YOURSELF MEANS LOYALTY TO OTHERS

Be true to yourself and you will be loyal to your country, your state, your city and your friends. Deep down in the heart of every man is planted firm conviction of the "eternal fitness of things," says Leon Hattabach.

A man has only to listen to the "still, small voice" to do just about what is right in any emergency. When a man is disloyal he is untrue to himself and ultimately he is the greatest sufferer.

You cannot fool your own conscience, though you may temporarily salve it. Every misdeed on the part of a sane, normal man is a voluntary action in defiance of natural law, and nature invariably exacts full payment for such law-breaking.

Loyalty to others is reciprocal in its effect. Loyalty is the great rock upon which rests

achievement by co-operative effort.

Loyalty is the crucible in which are blended into concrete form the best qualities of different people, which are molded into a symmetrical, compact mass, great in its power to accomplish results infinitely larger in proportion than would be the results of individual effort.

Loyalty is responsible for the wonderful fraternal co-operation of our people. loyalty to our country, our President, our institutions. our traditions. Loyalty is an innate, natural quality. We are true to ourselves only when our inclination in business, in society, in everything, is to be loyal.

### SIMPLE, ISN'T IT!

"My philosophy of selling goods is this: Think what the other fellow would like to know. Then tell it to him as well as you can."—Geo. E. Smith.

### "EVERYBODY KNOWS ME"

Every time a merchant or manufacturer makes use of this expression as an excuse for not advertising his business, he is only kidding himself.

A certain publicity expert recently made a little investigation the results of which are quite interesting. In a certain town with a population of 65,000 there are eight retail stores. This publicity man interviewed twenty people, asking them this question: "Where is a hardware store?"

Those: interrogated classify as follows Three men clothing clerks; two policemen; five real estate men; one lawyer; one advertising man; three drug clerks; one lady cashier;

three lady clerks; one street sweeper.

Six gave the name of a company that advertises constantly; four others named that same company and one other, the latter having been in business less than six months but had advertised vigorously; four were newcomers to the city, and had resided there only three to five weeks; five didn't know; one didn't care.

To show the effectiveness of advertising, four out of the twenty questioned, named the newest store in the city. But while it was the newest, it was, perhaps, the most widely advertised from the time it started up to the time the investigation was made. In that city are a number of stores that have been in business for twenty-five or thirty years but which have never advertised, and consequently were not known to any of the twenty people who were asked for the name of some hardware dealer.

For a merchant to imagine that "everybody knows me" and actually being well and favorably known, are two vastly different things, and that too much revered but decrepit hoax about being well known which business men often hand themselves is the cause for a whole lot of business failures. The same applies to manufacturers.

We hope that if anyone reads this article who has been hoodwinking himself in this way. he will sit down and have a real heart-to-heart talk with the next advertising man who calls on him, and then sign up a good healthy contract for advertising in his home paper.

### KEEP ON, KEEP ON

"One step won't take you very far;
You've got to keep on walking.
One word don't tell folks who you are;
You've got to keep on talking.
One inch won't make you very tall;
You've got to keep on growing.
One little adv. won't do it all;
You've got to keep them going."

The customer who is sold one thing when he needs another blames the product and the man who sold it. Moral: Sell your customer what he needs.

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# Keep a Strict Account of Each Man's Sales and Profits

Editor "HARDWARE WORLD":

There is no way to know your business or how much you are making or how to classify your salesmen unless you keep a strict account of each man's sales and the profits thereon. Loss of time, loss of energy and loss of talent are three important factors in any business.

To classify your salesmen you must know the results of their efforts individually. One salesman may devote more hours, more energy and apparently more talent than some other who sells more goods in less time and for a

great deal smaller salary.

A tabulated statement of my entire business is placed upon my desk the first of each month. This is what I found in a tabulated report of sales for one month:

M sold \$4,000.00, profit \$1,000.00—25% C sold 2,500.00, profit 700.00—28% D sold 3,000.00, profit 660.00—22% S sold 1,200.00, profit 360.00—30%

These four men share in the profits. Their salaries are the same. The general requirements are about the same. In other words, the work of buying, stock-keeping, etc., is pretty well divided, so that each has an equal amount of time for selling.

I find that M. has the greatest volume, but not the greatest percentage of margin, but he made the most profit for me. I would rather have four thousand dollar sales at 25% margin than to have twenty-five hundred dollar sales

at 28% margin.

I can see a difference of \$300.00 in these two men. I find S. away down in volume and up in percentage of profit, something wrong. Is Salesman M. a price-cutter? I find by looking over his sales-slips that he is not, didn't have to ask anyone. I called S. into my office and said to him, "What is the matter with your volume?" He said he didn't know that he worked hard, gave as much or more time to the business than M., and that he was a good salesman, and that no man tried harder than he.

I decided to find the trouble. Shortly after I let him go a customer came into my office wanting an automobile. I took this customer to S., and without telling him what he wanted said to him, "Here is a customer." S. had a customer and said he was busy. I then took the customer to M. He was busy also, but took the customer anyway, saying, "I will be through in a minute, can wait on both of them." I turned and followed S. He passed another prospective customer without saying anything to him, whom I turned over to D. Later I cheeked up. I called M. He sold the auto for \$400.00 regular price and made \$60.00. D. sold his customer some iron and made \$4.00.

I then called S. into my office again, asked him what he sold and he said four gallons of gasoline, made 8c. I told him what the other men had sold and what they made. His answer was that it was as necessary to wait on a man for gasoline as anything else. I said "Yes, but why didn't you turn him to Kelley, whom you passed doing nothing and drawing only \$15.00 per week, who could draw gasoline as well as you?" I saw his trouble and so did he—a waste of time, energy and talent. A high-priced man doing a cheap man's work. Since that time S. has been looking for a big fish and turning the gasoline customers to Kelley. "Nuff Said." HAMP WILLIAMS.

## DIFFERENCE OF OPINION MAKES BUSINESS

Difference of opinion is the cause of progressive action. It incites competitive effort which insures effective results. It is the motive power that carries forward the desire to excel and to make good one's own personal opinion. It stirs up enthusiasm where unanimity of opinion is apt to create lethargy.

A horse race is a tame affair when everybody bets on the same horse. A ball game has no interest unless the fans differ as to the merits of the opposing teams. A business would not long exist if everybody thought the other store was the place to trade. Most of us would never marry unless the women differed

as to our personal attractiveness.

Business would be robbed of its stimulus unless the tastes and desires of our patrons differed widely. Life would be a dull succession of sleepy happenings but for the rousing, stimulating, temper-stirring, egotism-provoking difference of opinion which is the result of the effect upon human beings of the great variety of environment, hereditary instinct, breeding, education, habits and desires with which we are endowed. When people agree the climax has been reached, but when they differ there is bound to be action. Action is life, so it is a blessing that difference of opinion insures action.

There is no law on earth to prevent a man from making his services so valuable that no one has an even chance to take his trade away from him and if by reason of his superior service he reaches out and builds trade in the vicinity of another dealer without being unfair in his methods, he is entitled to the business, but when you join the association you manifest a desire on your part to play fair and be a good fellow.

## Personal Salesmanship the Barometer of Retail Efficiency

(Editor's Note.—At the last convention of the Ohio Retail Hardware Association Bevan Lawson, general sales manager of the Auto Strop Safety Razor Co., New York City, delivered a most interesting and helpful address.

This address the "Hardware World" considers so far out of the ordinary, so full of splendid, helpful suggestions that we delayed printing it until we could give it a prominent part in our issue.

We commend Mr. Lawson for his desire to help retail merchants. As a businessman, whose products are distributed by the retail trade, he is sincerely interested in all questions of efficiency, and for that reason invariably makes an effort to respond whenever missionary work can be done.

He is a member of a New York sales managers' club, an organization whose membership is limited to twenty-five, and in this club all questions pertaining to salesmanship are considered and discussed very seriously.

Merchandising conditions are changing so constantly that the viewpoints of all branches of trade are sought and obtained. No merchant can fail to be benefited by reading this address, and we believe if many of the principles advocated are put into practice, great benefit will be derived therefrom.)

**▼O** employer today is independent of those about him; he cannot succeed alone, no matter what may be his ability or his capital. Success in modern business is built on cooperation, and no man is many-sided enough to keep his business growing indefinitely if he distrusts his employees and does not share responsibility with them.

To those whose business it is to travel through the country and visit the retail trade, it is amazing to note the lack of anything like ordinary efficiency in countless retail stores. Only occasionally is a store found where there is proper organization, and for every such store there are hundreds which are run in a loose and indifferent manner. Someone has truly said that a successful business is the lengthened shadow of a man, and I will go further and say that any business is shadowed by the personality of those responsible for its conduct, and there is no sadder spectacle than a retail store which is overcast by negative instead of positive influences.

It is not an uncommon thing to find stores owned by men who have no conception of merchandising, and sometimes even by men who do not possess the common qualities of useful citizenship but who yet manage to eke out a living by the bare processes of buying and selling without relation to any standard or any consideration for those whom they employ or whom they serve. In such stores there are of course clerks, but the shadow of the employer is cast over the whole organization, and without proper leadership there is no possible development.

Then there is the more usual instance where storekeepers have every desire in the world to progress along business lines, and yet they fall short of success only because of ambiguous and indefinite purpose; they either have not themselves been trained to business habits or they have not set themselves the task of training their employees in the details of modern storekeeping. By calling they are tradesmen, by circumstances they continue in business, by adaptation they are not qualified for any other occupation and by comparison to other local merchants in similar limitation they are held in high esteem in their community, and yet they cannot be classed as successful merchants because they have neither absorbed merchandising principles nor can they teach them. They have natural aptitude, sociable qualities and commendable energy, but their habits are casual because they have not consistently established the recognized methods of merchandising and consequently do not value the importance of inspiring their employees to any higher business principles than they themselves possess.

Has it ever occurred to you, that in spite of the natural ability of the human race to sing, and in spite of the large number of people who have good natural singing voices, there are few men and women who sing really well? Everyone would like to sing well, and some people try very hard in an indefinite sort of a way, but there are mighty few of them who go about it in the right manner. People who wish to learn an instrument go after it in a very different way-they learn the rudiments, they practice scales and exercises and make it a matter of properly directed study.

Doesn't it strike you as odd, that although few people start to learn the piano in comparison to the number who at some time try to sing, yet there are far more pianists who play well than there are singers who sing well?

The secret of this failure, gentlemen, is that singing is far too easy, it is altogether too natural, and just to sing takes no preparation whatever. Even with a fine, natural voice, if the amateur singer does not go through a proper course of voice cultivation, he soon reaches the limit of his natural ability, and becomes satisfied to let it go at that. Amateurs get so much flattery and commendation from their immediate friends for such inefficient work that they soon become satisfied with their mediocre success and lose ambition for higher attainment. They join the choir and are satisfied to just do the best they can.

That is why there are so few really good singers in spite of the natural gift to sing which most folks possess.

### Special Training Necessary.

As it is with amateur singing, so it is with amateur salesmanship. Most lads have enough intelligence to get at least one job in a retail

store, and some have a natural aptitude for selling goods, but very few out of the ordinary run of retail clerks ever make any serious and well directed attempt to develop their salesmanship as a profession. If a lad starts out to learn plumbing or tinning as a trade, he has to learn it, or get out of it as a trade. If your boy wants to be a doctor, he knows that he must go through a difficult medical course, or if he has ambition to be a lawyer, he knows before he starts out that it will take years of conscious effort to develop the legal mind and a proper knowledge of legal practice. And yet, boys who were just as bright in the high school as these others, drift into retail stores, learn just to wrap up a parcel, ring up a sale, and a few other small details

of storekeeping, and let it go at that. Unfortunately, few young men who enter retail stores regard such a step seriously as the opening for a career; usually they look upon it as a very casual sort of experiment which principally means a more frequent good suit of clothes, and a little more spending money then he enjoyed when at school; some young men have a natural aptitude for selling, just the same as others have a naturally good voice, and for exactly the same reason they both commonly fail to achieve success. They become satisfied with themselves before they get the proper training. The degree of success which they attain naturally and without special effort robs them of ambition to excel by following the rudimentary path. They become self satisfied with their own ability, and blame their lack of success in life to absence of opportunity, or to something else that they call luck.

This kind of salesmanship is far too easy, and it is made easy by the indifferent store managers, who also are losing the opportunity to be leaders and whose business is often as lifeless as the attitude of the people.

There is nothing so vigorous and so admirable as a well conducted retail store. All the industries of the world are directed toward the one common end of selling. The success of nations, the building up of large cities and the prosperity of smaller towns all largely depend upon the activities of retail trade. Yet there is nothing so lifeless as a dead retail store. The progressive merchant is a boon and a blessing to the community that he lives in, but the indifferent storekeeper who hangs on to a declining business is a reproach, both to himself and the town he lives in.



General Sales Manager, Auto Strop Safety Razor Co.

### Responsibility of Employer.

The difference between a progressive merchant and a "dead one" lies entirely in the degree of enthusiasm which supplies the power to each business. Salespeople will size up your business just exactly as you size it up yourself, and the public estimate of you and your store will be measured by their estimate of the salespeople who wait upon them. Every clerk in a dealer's store is a reflection of the dealer and his policies. It cannot be otherwise. Even if he waits upon three-quarters of his trade himself, his clerks represent him for the balance of sales, and unless he has taught them to do so successfully, such a dealer can never estimate the losses he incurs by their inefficiency. Many an otherwise good store falls

into a rut of bad business because the proprietor engages cheap help and either does not or cannot educate them.

A store's reputation is no better than the reputation of its salesforce. No matter whether a store is a large one or a small one, we are confronted with the same difficulty, for the point of danger is always the point of contact. If a storekeeper distrusts the ability of his young clerks to handle the trade which may come into his store at unexpected moments, or if he feels himself called upon to do the bulk of his own selling over the counter, his whole business is in a very dangerous condition, and he must look to it that this point of contact with the public is strengthened as soon as possible. If a chain is no stronger than its weakest link, then surely the links which need watching are the weak ones.

The late Thomas Dockrell once drew a picture illustrating the importance of the salesperson's efficiency. He imagines that John Wannamaker decides to make a change in his glove department. He lets his own buyer go and hires a new one. The new buyer is sent to France to investigate the glove industry. He comes back to America and interviews glove manufacturers and their representatives here and finally places large orders for a full line. Costly advertising is placed and everything is provided for the success of the venture. Then the first customer comes in and walks up the aisle to the sales girl who, for the moment, we may call "Eight-Dollar-Annie." Now no matter how careful the preparations have been, no matter how much money has been spent, no matter how great the mental capacity that has been expended on the purchase and sale of these gloves—for the moment

the whole Wannamaker organization rests perilously upon "Eight-Dollar-Annie's" head. Because if "Annie" fails to make the sale, down falls the whole organization.

### Selling Organization No Stronger Than Weakest Man.

The purchaser who buys over your counter deals only with the mental capacity of your "Ten-Dollar" Jimmy. He is the point of contact, and if he is the weak link, your whole organization is no stronger than his salesmanship.

Employes should be taught to realize that although they work for a wage, they are really in business for themselves, selling their ability, their education, their training and their skill. They should be taught that they are in competition with other employes both in and out of their own store, and that their boss is their customer, that they are selling their ability to their own boss, and are therefore in business for themselves. Their skill is about the only thing they have to sell, and they cannot afford to let it lie dormant.

Get this idea into your salesperson's head. They are in business for themselves. You pay their rent for them, you purchase their stock in trade and in return they sell you energy, politeness, good manners, courtesy, tact, courage and initiative. Then, forever impress upon them that they cannot afford to sell you an inferior product.

This is just where the difficulty often lies. Some men as clerks for other people are live wires. They have an inner consciousness that they are salesmen, for it isn't necessary to label or tag a man who can sell goods successfullyhe knows it himself and all those who are around him know it too. Such young men either develop themselves into road salesmen because of the immediate prospect of large salaries, or they have ambition to become either partners or go in business for themselves. Then comes the change. While they know how to sell goods they do not perhaps know how to teach others to do so. They do not know how to hire and to handle men. They assume responsibilities of buying when they know little about it. They find themselves saddled with a great burden of responsibility and try to become equal to it all, afraid to trust anyone else.

### One-Man Store Organization Never Efficient.

Many a retailer has built up his business only upon the basis of himself. He has no theories, no standards by which to measure men. As long as he deals only with goods and dollars (and the man on the other side of the counter) he progresses. But as a man maker and a clerk handler he fails, and with his growing business the days are far too short. He toils like a slave, merely to burden himself with as much business as he can possibly saddle himself with. He is forever pushing his clerks aside and substituting his personality for theirs. He knows that

only the money taken over his counter is what he will have to pay his bills with, and he distrusts everybody's ability to satisfy customers but his own.

Retailer Should Analyze His Business.

Thus the great handicap which the ordinary storekeeper works under is lack of ability to teach, they fail as leaders, and therefore make the great mistake of trying to regulate their business from the inside. This last thought may be a strange one, but it is in fact the whole message which I bring to you in this address. It will pay a merchant to get on the outside of his organization to learn just where it needs building. It will pay a man to watch his own store from the other side of the street, as it were, to get away from his business sometimes to think things over. It will pay him to sacrifice much of his own efforts in the development of his staff—even if he has only one clerk, he should concentrate his whole energy into training that clerk to be a reflection of himself.

It may be taken as an axiom in all retail business that "customers will buy only what they think they want" and salesmanship in any form whatever is the process by which they may be "made to think that they want it." Most people can only purchase some of their needs, and they are always attempting to economize and buy the most needful first. Let me say again, "Customers will buy only what they think they want, and true salesmanship is the process by which they may be brought to think that they want it."

### Service Chief Function of Retail Store.

The point which I am making is that the greatest asset in any store is service, and service is many sided. If a merchant only strives to keep a well assorted stock, and then waits for people to buy only what they actually want, he is years behind in his methods, and altogether out of the line of progress. On the other hand, if the merchant studied his public and recognizes that it is service and service only which will turn transients into regular customers, he can take one step in advance of the departmental stores by surrounding himself with efficient salespeople. He will be forever watchful that they perform their tasks just as he would himself. The one-man store can never be a success in any community and the quicker a merchant becomes in every sense of the word a leader and magnifies the services of his assistant by regulating the detail of his business to them (even if it means a temporary loss during the educational period) the sooner will he learn the true value of that personal salesmanship which becomes automatic and needs no prompting. There is a different atmosphere in stores where the clerks are taught to feel their own responsibility, there is vitality in the manner in which the customers are met -brief though his stay may be, he is handled

by self-reliant men who know their business and the goods which he purchases are of more permanent value to him because of the lasting impression he carries away with him after being well served.

And now comes the really difficult part of my address—namely, the practical application of it. It is a common belief that most men are as God made them. There are some self-made men here and there, but sadly speaking there are a great many more men who have destroyed themselves than there are men who have made themselves, and the majority of unsuccessful men have only failed because they have not developed the common opportunities of life. Every American boy is born with opportunity to become President, and I suppose every lad who accepts employment in a store starts his retail career with some degree of ambition, but his whole future is perilously in the hands of his boss. My appeal is therefore made to you all as employers and developers of men, not only in your own self-interest but in the interest of the trade.

### Teaching Needed Bather Than Prodding.

The biggest lesson that any employer can possibly learn is the difference between prodding and teaching. Human nature is such that some men have to be continuously prodded to do just exactly what they ought to do, and if they are not prodded forward they will slip backward. Prodding is very useful in its way, but if you expect to get more out of a man than his actual duty he must be given something to strive for and then helped in his endeavor to attain it. When you try to lift a man up he is a dead weight on your hands unless he gives you some help, and when you start to do the lifting you will soon find out if he is a corpse.

There are countless marks on the Barometer of Salesmanship and I will only mention some of the most important features which go to make for personal efficiency.

Enthusiasm is the first essential. The reason why so many clerks lack enthusiasm in their task is because of the deadly-dull atmosphere that is found in so many stores.

First awaken enthusiasm for the goods which your clerks handle. This is best done by being absolutely sure that your assistants hear the enthusiastic talks which traveling salesmen surround their own goods with. The same arguments which sold the goods to you will sell them to your clerks, and will move them quickly from your shelves. A great many storekeepers let all the good points about merchandise go in one ear and out of the other, and seem to want to get rid of the traveling salesman as quickly as possible. There can be no more liberal education for your young clerks than the information which traveling salesmen are always glad to impart to them

if you will only go out of your way to encourage it.

A salesman can best sell the things he likes, and if you don't see to it that he has a genuine liking for the article he is handling, you are paying wages to a "dead one." Some merchants even act as if they are afraid the manufacturer would make some money if they permitted the travelers to mix with their clerks, and I have seen clerks who furtively avoid every drummer who comes into the store, for fear the boss would see them holding conversation.

### Hoarding Chips After Game Is Over.

Then to maintain enthusiasm, get rid of your dead, unsalable goods. Bring out all the odd lots and slow sellers laying on shelves and in drawers or under the counters—and turn them into money. It does not much matter whether you make or lose—get rid of them. Bad goods, if bad, will never be worth any more, so if you must lose don't hoard them up, counting them worth what they cost you. To put unsalable stock into your inventory and count them at cost, is like a gambler hoarding up blue and white chips after the game is all over. Put your goods to work for you, give your clerks good, fresh stock to handle, and don't let them waste all their enthusiasm over a lot of unsalable junk. The thing that kills profit and eats up capital is dead stock, and it certainly takes the ginger out of your clerks. The clever merchant knows when it pays to lose money.

The next means which must be used to establish enthusiasm on the part of the salesman is ample recognition of his efforts.

### Praise As a Stimulus.

Compliment a youngster for things well done. Make new men out of them by showing confidence in them and dependence on them. A salesman will often do much more for recognition than he will for even a raise in wages. Half the time a raise in wages is chiefly valued as recognition. Let a clerk know what his results in sales are and then let him work against himself. Instill the spirit of competition among the clerks and let them look upon their progress as a species of games. In other words, we must make our men, we cannot wait for them to grow. Whether you consider the principle right or wrong, men work for rewards. As employers concentrate their whole thought on profits, employes will concentrate their whole thought on money wages. No firm can afford to be less careful of the reward for the worker than it is of the reward for its own effort.

The next mark in the Barometer of Salesmanship is Tact. The salesman must first sell his personality to the customer. The reception of the customer is vital. A clerk should be reprimanded for not meeting the customer at least half way when he walks down the store.

Goods should be shown willingly but not in such quantities as to confuse. It is weak and silly to mix up a customer by too much to select from as it is to confuse them with contradictory prices. The disadvantage of showing competing lines is that you leave too much to the judgment of the customer. People who believe in a store want to be told definitely by the salesman which is the best to choose. The customer has a right to expect to be told.

Show goods of medium quality first. Never allow a clerk to make the fatal mistake of saying "what price do you want to pay." The customer rarely knows how much he wishes to pay and besides the mention of "pay" reminds him of the disagreeable part of the transaction—the spending of money. Try to show first what you think the customer wants and what he can afford to buy and then try to sell that article without showing too many confusing things. Always grade upwards in price, for in grading down the quality must of course suffer.

### Let Customer Handle Goods.

Above everything get the goods into the hands of the customer at once. Customers like to handle goods and should be allowed to do so freely. Not every clerk knows the supreme value of this unless told about it. I have seen clerks draw back when demonstrating an article, and prevent the customer from taking it because they haven't shown all its points. Teach your clerk to hand the article to the customer at the first sign that he will take it and not to lose that psychological moment. When people handle things they are prompted by the instinct of possession is largely responsible for all purchases.

### Pleasant Appearance Important.

The next valuable possession of any salesman is perpetual pleasantness. Teach your clerks to smile. It creates a friendly feeling even in a total stranger. Do you realize how a customer warms up and becomes receptive to the suggestion of salespeople who smile. I don't mean a grin or a smirk—they are different smiles. I mean the smile that shows eagerness to serve, a sign of pleasure at the opportunity of contact with the customer.

Some people call it a gift to smile properly. It is not a gift—it is a disposition and a disposition which can be quickly cultivated. Singers learn it as an accomplishment and it aids them in their charm. While the clerk has a smile still left a sale is never lost.

The clerk worth while
Is the clerk who can smile
When everything goes dead wrong.

It would be senseless to attempt a list of all virtues which go to make up good personal salesmanship, although to figure them out is a very interesting and absorbing task. No man can teach salesmanship who has not learned it

himself, but all leaders are themselves students, and the task of teaching is quite as progressive as the task of absorption. Preachers are constantly teaching themselves the great truth which they impart and few men are able to teach without much personal and conscious preparation.

When you start this educational work you will be surprised to see how enthusiastic they will become, how much better work they will do and how much happier will be the store atmosphere. You will be amazed to find out how much you have broadened your own knowledge about right salesmanship and how your ideas

about your own store have developed.

I will sum up about all I have said in a very few words. Show your clerk first his opportunity and then his responsibility, and when you feel that you have reached his intelligence and located his heart, don't make the great mistake of curbing him too much, but give him his head, for that is probably the only thing he wants to keep his enthusiasm at its highest point. Cultivated tastes are always stronger than natural tastes and once a young man experiences success in selling and tastes the pleasure of approval for his good effort he will ever after work with an enthusiasm which feeds itself from an inexhaustible fund of self-satisaction because of conscientious service.

## "WHITHER GOEST THOU?" By Mrs. Morehead.

(To Commercial Travelers.)

How tired I am of that phrase!
Out of the year it greets my ear
Three hundred and sixty-five days.
When I leave home after a rest
The conductor on the train
As he takes a grip on my mileage slip
Fires this at me again:
"Where do you go from here!"

The hotel man gets sociable
As I pay for his high-priced cheer,
And as he drops my bill
Is growling still, as he says,
"Where do you go from here?"
The friends I meet on the street
Keep singing the same old song,
And all I hear the whole day long is
"Where do you go from here?"

At last I dreamed and to me it seemed
That my time had come to die.
With the angels bright I took my flight
To the pearly gate on high.
There stood St. Peter at the foot of the stair;
He looked at me with a doubtful air
And said, "Your papers, please!"
Then, grinning from ear to ear,
Said, "Oh! you're one of those traveling men!
Where do you go from here?"

### REMEMBER THIS CASE IF YOUR BANK UNJUSTLY RETURNS YOUR CHECK MARKED

"N. S."

(Copyright, by Elton J. Buckley.)

Several months ago I discussed, for a correspondent, if I remember, the liability of a bank which returned a depositor's check marked "not sufficient," when there was in fact sufficient funds there to meet it. Naturally, damage would ensue to the depositor's credit, although it might be possible that he could prove little or no actual loss. Nevertheless, the bank is liable, and can be made to pay whatever the jury thinks will compensate the depositor.

A case has just been decided by an appeal court which shows that sometimes in such cases the courts give damages to business men apparently far out of proportion to the actual This case is interesting and well worth spending a few minutes with, as it makes this

phase of the law very clear.

small business man named J. Weiner went to his bank and deposited \$350, which was regularly entered in his pass book. Soon afterward he drew against this deposit two checks aggregating \$100. The bank had mistakenly credited the \$350 to the account of a depositor named "J. Werner," and J. Weiner's checks were refused payment, on the ground of insufficient funds.

J. Weiner sued for damages, claiming that his credit had suffered and that he had been humiliated and so on. The bank defended on the ground that its mistake was made possible by the careless way in which "J. Weiner" was written on the deposit slip. This point was decided against it and the jury gave a verdict for \$1,000, which when appealed from, was sustained by the higher court. This is the largest damage verdict, under the existing circumstances, that I have heard of in a long time. J. Weiner was a small man, and only two checks went back. He could not show a single item of actual damage or loss by reason of what the bank did, and the bank made much of that, but to no avail. I reproduce the following from the decision of the higher court:

We take it to be now the settled law that where a bank, without right, refuses to pay the check of its depositor, merely nominal damages are inadequate to heal the injury and substantial damages may and should be awarded. By this expression "substantial damages," as used in the cases, the courts have not meant the jury were at liberty to assess punitive damages in cases exhibiting no trace of wantonness, malice, intentional injury or gross negligence. "Substantial damages" as we are dealing with the term, are within the zone of compensatory damages that lies between nominal damages on the one side, punitive damages on the other.

There is a solid basis for the doctrine that in a case like the one at bar the plaintiff should have more than nominal damages even though he does not lay and cannot prove any actual loss precisely measurable in dollars and cents. In the modern world the

financial credit of a man, particularly of one engaged in commercial pursuits, is a much prized and valuable asset. Although laboriously built it is easily destroyed. The banks of the country, through which the great volume of our commercial business is transacted, have a deserved reputation for accuracy and care in the conduct of their affairs. Hence when the check of a depositor is refused at the counter of his bank, that portion of the commercial world, greater or less, that comes within the sphere of his transactions, promptly imputes the blame to him rather than to the bank. This results in an injury to him none the less real and substantial because he may be unable to prove its exact extent. In such cases, as in many others where affirmative proof of the precise money value of an injury, which is to be compensated in damages, is difficult if not impossible, much must be left to the common sense and sound discretion of the jury. Naturally they might expect the aid of the trial judge in defining the true limitations within which their inquiry should be confined.

Whilst the verdict seems to be large, it does not necessarily indicate the jury undertook to award punitive damages. We are of opinion therefore the record discloses no reason for our interference with the

judgment.
Judgment confirmed.

In explanation, "punitive damages" are damages awarded not to cure any loss, but purely as punishment, almost as courts in criminal cases impose fines. Only in a few cases is a jury warranted in imposing them upon a defendant.

There are cases involving the liability of a bank which refuses payment of a depositor's checks, in which no damages have been assessed against the bank, because the depositor's name was illegibly written on the deposit slip either by the depositor himself or by the person he sent to the bank to make the deposit. These questions are always submitted to the jury, and if the jury thinks that owing to the bad writing on the deposit slip the bank's mistake was excusable, the depositor will get no damages. though his actual loss may have been considerable.

### PRICES ON CAMPBELL HAMMER LOCK SELF SPREADING COTTER PINS

The American Chain Co. have issued a letter to the trade calling their attention to the fact that for many years the list prices on Cotter Pins have been unwieldy, and from a manufacturer's standpoint entirely out of line with the present day cost.

For that reason they have issued new list prices and discounts on their improved Campbell Hammer Lock Self Spreading Cotter Pins, which is believed will be far more satisfactory to the trade, and they will be glad to quote discounts applying thereon to any of our readers who may be interested, or who have not already received them.

Isn't it queer how narrow-minded those people are who disagree with you?



## The Successful Retail Merchant

By Harlow N. Higinbotham, Manager Marshall Field & Co., "In Opportunity"

T HE ability to play the game of barter and sale is no mysterious talent. On the other hand, it is found to come to the surface, no matter what calling the possessor of it may be following at the moment. If he is a farmer, he will find himself selling his products to a little better advantage than his neighbors and he will acquire the reputation among his fellows of being a "close trader." If he swaps a horse or a cow he gets a little the better of the bargain—not once, by accident, but as a general rule.

There is, however, still another important question, so far as a man's natural capacities for merchandizing are concerned, which he must settle beyond a doubt before he is justified in feeling himself fully equipped for this calling. He must ask himself: "Have I the natural gift of economy?" Unless a man is instinctively saving, he will constantly find himself at a sad disadvantage as a storekeeper. Stopping the little leaks of waste is one of the most essential elements in the success of a merchant. He may be a sharp trader and still fail as a storekeeper because of his inability to see small leaks and stop them.

Retailing merchandise is essentially a business of small things. This is just as true of the great metropolitan store which sells millions of dollars' worth of goods a year as of the little general store at a country crossroad. In either case the individual items which make up the total of sales are small and in most cases the margins of profit are also small. Consequently only a little margin of waste in the handling of these goods is necessary in order to completely dissipate that small margin of profit. A little leak here and there is enough to let all the profits ooze out of the cash register

### Reasons for Failure.

Most of the men who fail in merchandizing owe their failures to the fact that they minimized the amount of experience necessary to successful storekeeping, or else to the fact that they lacked sufficient capital. The first rule which a prospective merchant should make for himself with heroic determination is that of doing a business consistent with his capi-Failure to observe this rule is the tal. rock on which thousands of promising commercial undertakings have gone to pieces. Whether the capital put into the enterprise is large or small, its size should absolutely govern the volume of business. No business can become greater than its foundation. It is folly for this reason to attempt to rear a top-heavy structure with the timber of fictitious credit. Such a structure may hold in fair weather, but when the period of storm and stress comes—as come it surely will—this false support will come crashing down and the enterprise will tumble with it.

The dealer's one big hope of success lies in watching his accounts with a zealous vigilance that never relaxes. He must act with promptness and decision in the matter of credits and collections. This may require a high order of business and moral courage, but he must be able to do it if he would avoid wreck.

In his dealings with his creditors, the wholesalers, the merchant should keep firmly to the rule of incurring no obligation that cannot with certainty be met in sixty days.

It should be constantly held in mind that the honesty of a person seeking credits is half the battle, and that the credit man's confidence is won by an ingenuous statement of affairs that does not spare the one who is asking for credit.

The retail merchant should improve every opportunity to strengthen and build up a confidential relationship with the credit department of the wholesale house. Not once, but constantly, should he acquaint the credit man with the real condition of his affairs, and should ask and follow the advice of this counselor on all important matters. The more he does this, the better will be his standing with the house and the safer will be his course. Advising patrons is one of the most important duties of the credit man and its importance is too often overlooked by the retail trade.

Another cardinal point in the success of the retail merchant is that of having a small but frequent influx of new goods. The dealer who puts in a small stock at the start and keeps constantly adding thereto with fresh, but limited, invoices, has an immense advantage over the tradesman who buys in large quantities and does not freshen his stock for months at a time.

### Headwork Necessary to Success.

While the proprietor should be the first at the store in the morning and the last to leave at night, and should always be ready to do anything that he would ask his humblest clerk to do, he should also remember that he must do the headwork of the business. The merchant who takes time, at regular intervals, to make a close summary and analysis of his accounts, and takes his bearings so that he knows precisely his position on the sea of business, is the man who will succeed. In other words, the mental part of the business is its most important feature. Yet, at more or less frequent intervals, the storekeeper should do every task about the

establishment for the sake of influence and example.

It must be remembered also that courtesy is the biggest part of the merchant's capital. This does not mean that he should be obsequious or fawning, but simply and invariably attentive to all who enter his place of business. This should be a matter of principle and native good breeding. But if it can't be spontaneous and of the heart, let it be nourished as policy.

The matter of advertising is not an unimportant detail. In the local newspaper the retailer may wisely use a limited amount of display advertising space. This will be most advantageously occupied by simple, dignified and modest announcements of new or seasonable goods. Like his stock, the subject matter of his advertisements should be kept fresh. It should also have the individual quality in its wording, form and type—something that expresses the personality of the advertiser.

There is no doubt that a neat circular or folder sent personally to patrons is a strong method of advertising. Such announcements may be delivered by messenger or distributed through the mails. Best of all is the neat, personal note written to the merchant's best customers, calling attention to the fresh arrival of goods. The spare moments of a merchant may, in fact, be put to far less effective use than this writing of individual advertising letters.

It is scarcely possible, either, to put too much emphasis on attractive window displays. Here, again, the element of constant freshness plays an important part. The displays should be frequently changed, and while striking, they should never fail to have the quality of good taste. Good statuary, pictures, curios, and art objects of every kind may be used to unfailing advantage in dressing windows, and they always command the attention and admiration of women. It pays the enterprising merchant to secure the loan of works of art for this purpose—and they are not difficult to obtain.

In looking after these details, which are of importance to the general result, the retailer should not fail to keep proper perspective of his business as a whole. He should know just where he is sailing, and be sure he is not drifting. In this way he will become a safe pilot and will bring his enterprise into the harbor of success and independence. And it should be remembered that where the honest tradesman commands the regard to which he is entitled, he is a very independent and respected member of the community in this country.

There are two other points that are probably the most important in retail storekeeping. The first of these is in the buying of goods; the second in the extension of credit. Let us take up the first.

### The Way to Meet Competition.

The most successful merchants today are those who meet competition by giving their

customers better, instead of cheaper, goods. This should be a settled principle in buying The moment the storekeeper becomes possessed of the idea that cheapness in prices is the main consideration in merchandising he will start upon the accumulation of a stock which will sooner or later sacrifice his standing with the most desirable trade of his community. If he does not himself thoroughly understand the quality of the goods he must buy, his first concern should be to get some person in his store who is thoroughly posted in that direction. The first essential of successful buying is the sound knowledge of goods and of value. He is a wise merchant who makes up his mind in the beginning that it is far better to hunt customers than to hunt "snaps." Careless buying is inexcusable, but time spent in petty trafficking is generally unprofitable, and the good merchant will not descend to this. In other words, the confirmed "snap hunter" generally helps in the end to swell the ranks of the fail-

#### The Matter of Credit Accounts.

Now let us take up the matter of credit. Possibly the best plan is that followed by a decidedly successful merchant who determined to make his credits according to a fixed principle, and that he would not vary his system under any conditions. Nominally, he was supposed to do a cash business, but at last felt that he must extend credit to a portion of his customers. He did it in this way: He would not even discuss the opening of an account with a customer about whom he felt any doubt whatever; then, when the man came in to arrange for an account, the merchant asked him:

"How much of a line of credit do you wish me to give you?"

"Well, fifty dollars," responded the customer

"And how about the question of time?" inquired the storekeeper.

"Make it sixty days," replied the customer

With that understanding the merchant would then allow the customer to open an account, giving him to understand, however, that insomuch as he had agreed to the customer's own desires, he would expect him to live up to the letter of their agreement and not ask for an extension of credit at any time. This system of credit worked admirably, for the reason that he held every customer rigidly to the limitations, fixed at the outset.

If the points I have mentioned in the foregoing are followed out there is really no reason why a small merchant should not achieve success. Individual requirements will differ in certain localities and under certain conditions, but there are, nevertheless, certain general principles that govern. And it is these that have been stated here.



### A LIVE WESTERN MERCHANT

The photo herewith is typical of many enterprising merchants throughout the West, who handle a

ing merchants throughout the West, who handle a general line, including dry goods, groceries, furniture, hardware, household furnishing, harness, etc.

In reality scattered throughout the great West are thousands of these stores, a large percentage of which handle hardware, house furnishings, automobile accessories and kindred lines, and who serve a most excellent purpose in their community.

The photo is of the L. Alboucq Trading Co., Hartline, Washington whose motto is "Standard Goods for Every Purpose."

They have been in their present location for two

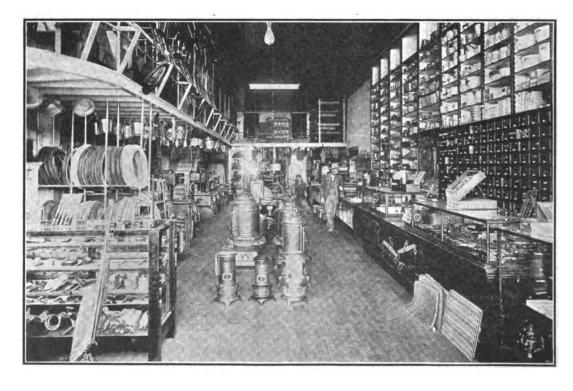
years, being incorporated, previous to which time Mr. L. Alboucq personally handled farm implements, harness, feed and fuel.

They tell us they are doing an excellent business, far beyond their expectations.

They issue a store paper twice a month. have incorporated into their business a cash discount system as follows:

For every cash sale they make a sales ticket marked cash, the customer's name appearing on same, amount date, etc. This goes to the office where it is filed away. Twice a year they total these tickets for each customer, and mail him a check for 5% of his cash purchase as shown by the cash ticket. They have more than once mailed checks for \$20.00 and up to their customers, and invariably these cash tickets are brought back to the store as cash, showing the loyalty of their customers.

Shown in the picture with his hands behind his back, and a derby on his head is L. Alboucq, president and manager of the firm, in front of the car against the radiator is a "Chip off the Old Block," L. E. Alboucq, secretary and treasurer. Next to him is Miss Blanche Alboucq, the twenty-one-year old





## Just what I wanted

You know it's ROYAL Waste by the trade mark. You know it's the grade you ordered, because the name is stamped on the bale—

WHITE

Baron

Count

Czar

Duke

Earl

Emperor

The trade mark means guaranteed EVEN WEIGHT; and 6% "TARE" (Wrappings); RE-FINEMENT and great AB-SORBENCY.

New York Office-2 Rector Street

St. Louis Office-Pontiac Bldg.

### TWELVE GRADES



A GRADE FOR EVERY NEED OF SERVICE OR PRICE COLORED

King

Marquis

Mikado

Prince

Frinc

Rajah

Sultan

The grade name means that the quality is exactly as per sample. Ask your jobber or write for the Royal Sampling Catalogue.

The important book--- "Producing the Fittest in Waste"--- is yours for the asking. Write for it today and learn the economy and efficiency of the only Standardized Waste--- ROYAL!

## ROYAL MANUFACTURING CO

GENERAL SALES OFFICES AND PLANT

RAHWAY, N. J.

Chicago Office—People's Gas Bldg.

Pittsburgh Office—Oliver Bldg. San Francisco Ofc.—Wells Fargo Bld.

LOOK FOR THE BRAND ON BACH STEEL BAND

CASH DISCOUNT CHECK  La Alboucq Trading Co., Inc.	
•	artiles, Wash,101
Pay to the Order of	•
To MARTLIME STATE BASK 95.54 Hardiso, Week.	

daughter of L. Alboucq, who spends most of her time dispensing of ribbons, etc., in the dry goods department.

They tell us they are doing a splendid business in auto accessories. They find a merchant should carry a complete stock, and get the reputation of having anything the autoist wants.

### ELECTRIC DISPLAY

It is announced that the L. S. Starrett Company will have a part in the big electric display which is now being erected in New York City. It is said the display will be the most marvelous device that has yet been placed on the brilliantly illuminated thoroughfare known as the Great White Way.

When the attention compelling display is flashed for the first time the hundreds of thousands who throng Times Square will see the Emblem of the Rice Leaders of the World Association. It will blaze with the light of thousands of many colored lamps bringing out the striking symbols Honor, Quality, Strength and Service representing the business integrity of the Association Members. Combined with the display of the Emblem there will appear the names and selling arguments of L. S. Starrett, Nicholson File Company, White Enamel Refrigerator Company, Winchester Repeating Arms Company, The Billings and Spencer Company, Columbian Rope Company and other Members.

It is generally known that the Rice Leaders of the World Association is composed of leading manufacturers of high grade merchandise who have reached success through strict adherence to the basic principles of good business. The purpose of the Association is to stimulate a wide spread appreciation of what these sound business principles mean to the buying and consuming public.

When it comes to figuring a house or repair bill—are you an estimater or a guesstinator?

### SIX SELLING HINTS

Part of a course in retail selling instruction which was largely responsible for 35,000 additional sales in six weeks in a large department store.

- 1. Sell to the person who controls the decision when two persons are discussing the same purchase.
- 2. Introduce goods that belong to a complete line of similar things, so more than one article may be sold. Often the manufacturer lists his entire line on each package. As the goods are used the user will automatically become interested in other items listed on the package, when reading the directions how to apply the article he purchased.

3. Show two or three articles in rapid succession rather than showing one and waiting until it is decided upon.

4. Immediately stop showing other goods when the customer has found something that pleases.

5. Avoid any semblance of forcing goods, but do everything possible to help the customer in buying.

6. Never argue with a customer, but lead him. Prove that you are right, not that he is wrong.

A small amount of fire arms and cutlery were taken by burglars from the Miami Hardware Co.'s recently equipped store at Miami, Arizona.

INTERESTING TO THE LIMIT

Enclosed find remittance covering three years' subscription to the "Hardware World." I would feel lost without your publication every month. I find the last issue, as well as every one, interesting to the limit.

Yours sincerely,

WALTER MEESE.

## ORONA and O. M. C. ALUMISHINE



Make Satisfied Users of Aluminum Cooking Utensils
ORONA for removing all discolorations and
O. M. C. ALUMISHINE for polishing burnished

surfaces.

One large manufacturer of aluminum states that neither ORONA nor ALUMISHINE need be purchased expressly for cleaning and polishing aluminum. They are excellent for all other metals, also enameled ware, tiling, furniture, porcelain, glass, etc.

"Truly they are marvelous compounds for all cleaning purposes."



For enameled, china and porcelain bath fixtures, they are recommended by United States Sanitary Mfg. Co. and other manufacturers of high grade ware. Also by the Davis Milk Machinery Co. of North Chicago, Ill.

Orona Manufacturing Company, 224-226 Milk St., Boston, Mass'

## My Duty in War Time

UR victory in this war will be when personal pleasure, personal gain, personal privilege give way to unselfish devotion to the common cause—"I must sacrifice my own gain or pleasure for the common good"—is the inner cry of every true American, The Geo. Batten Co. well says.

In our eagerness each one looks for "things to do," and he who looks emotionally for things to do or things to suffer will often try to show his patriotism by self-immolation. He may forget the simple task at hand while looking for a hard one at a distance.

Such a time as this demands supereloquent

apostles of sanity.

The plain duty of the American who is not, should not, or cannot be called to military service is—live your normal life: conduct your business as energetically as you would conduct it if we were at peace; take your profits, your comforts, and your normal pleasures; make all the money you can with a clear conscience.

You feel a peculiar shock as this truth hits you. "I want to sacrifice my goods and my comfort to prove my devotion, but what I must do is augment my goods and maintain my comfort to meet the demands of a situation bigger than my present vision can fully comprehend."

Buy your country's bonds. Buy all you can. Be ready to buy more when the next call comes. And remember—the great task of America's workers is to mobilize and carry on America's greatest possible industrial effort.

Be prepared for sacrifice, but do not seek sacrifice by self-punishment, as some oriental zealots scarify their bodies to buy peace of soul.

If we are to have the long drain of war, our country demands of us both financial and physical stamina to emerge triumphant.

The great thing which the world demands of America during and after the war is unprecedented financial resource. Financial ability to bear the war's burdens—financial ability to be the world's chief provider after the war.

To fall short of this obligation will be to commit a crime against the future of the whole

world.

Our supreme war duty lies in the task of keeping our bodies, minds and affairs vigorous and wholesome.

Our greatest danger is hysteria.

Darwin's theory is being demonstrated as correct in your town every day. Only the fit survive.



## BRIER HILL STEEL CO.

OF CALIFORNIA



# STEEL SHEETS

ALL KINDS

## Stock or Mill Shipments

, Mills at Youngstown Ohio WRITE FOR PRICES
WE WILL DO THE REST

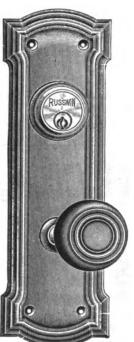
Mills at Niles Ohio

**Large Stock in San Francisco** 

359-365 MONADNOCK BUILDING, SAN FRANCISCO

# RUSSWIN

# Locks and Builders' Hardware



We are now carrying in stock a complete line of RUSSWIN Locks and Trim in both Bronze and Steel Designs, put up in neat boxes with factory labels and numbers.

Our stock is complete and ready for delivery.

Place your order now.

Dunham, Carrigan & Hayden Company

SAN FRANCISCO

**CALIFORNIA** 

### INTERNATIONAL SILVER CO. PLAN INCREASED FACILITIES FOR WESTERN TRADE

You have often heard the saying "good salesmen are born and not made," yet on the other hand, you will find just as many, if not more people, who insist that almost every man has in him the "makings" of a good salesman if he is properly developed.

But given a good salesman in the original package, place him with an A1 institution, inspire him with enthusiasm and there is no limit to what he might not attain.

Naturally, however, there is something in stock, in family, in pedigree, if you will. The old saying is that "Blood will tell" and espe-

cially is this true among the F. F. V.'s.

It was just about twentyfive years ago that a young lad from the hills of Virginia. feeling that the West offered opportunities not to be had in the Old Dominion, doubtless inspired by Horace Greeley's famous advice to "Go West," landed in Chicago.

### Made Good From the Start.

He had been carefully raised in his Virginia home, and naturally his first thought was to secure a position. He answered an advertisement of a "young man wanted" and secured the position. This, secured the position. we believe, was with Holmes & Edwards Silver Co. in their New York office. Mr. Saunders proved his eagerness and readiness to learn, won the confidence of his employers, and with the opening of the World's Fair the following year at Chicago, he was placed

in charge of their exhibit at the Columbian

Exposition.

The following year the Midwinter Exposition was held in San Francisco, and so well pleased were Holmes & Edwards with the management at the Chicago Exposition that Mr. Saunders was sent to California to manage their exhibit.

This was his first visit to the Golden West, and he liked it so well and saw opportunities that existed that instead of returning to Chicago, he decided to remain on the Pacific Coast.

His first connection was with the wellknown establishment of A. I. Hall & Son, who by the way were the distributors for the products of the same institution with which he had been identified, as well as a number of other factories which later became known as the International Silver Co.

The ability of Mr. Saunders was recognized by them. In due time he was elected a director, later made treasurer and general sales manager.

In this connection he served A. I. Hall &

Son for over twenty years.

Upon his retirement from the management of A. I. Hall & Sons, a magnificent banquet was tendered to him by his associates. His associates chose to picture him as rising from the position of a shepherd boy from the hills of Virginia, and becoming "the best informed and most highly regarded man connected with the silverware industry in the West.'

He is without a peer as a salesman in this line. In expressing the manner in which he is

regarded a gold cigarette case was given him, and a tribute in verse recited, the last stanza of which read:

We give you this token with our deepest respect,
When you use of its contents will you sometimes reflect
That in making our way, when our day's work is done,
We will look at your record and the laurels you've won;
Don't you see, we are making a model of you,
The goal you have reached, we will strive to reach too.
And this, as we realize our fondest desire.
As each precious day, we climb higher As each precious day, we climb higher and higher, Your wonderful record will make us aspire, So hail to our pride whom we love and admire.
Saunders, the man.



E. V. SAUNDERS Manager Pacific Division International Silver Company.

### Hardware Trade Interested.

As practically every enterprising jobber and retailer handle silverware, tableware and kindred lines, our readers will be interested to know that in line with the policy of the International Silver Co. to afford the trade the maximum of service, recognizing the impor-tance to which their business has grown in the Far West, Mr. Saunders has been appointed manager

of the Pacific Coast Division of the International Silver Co., representing all the factories whose products are distributed by them, carrying a stock at their general headquarters in San Francisco, having supervision over their trade throughout California, Oregon, Washington, Idaho, Montana, Utah, Arizona, New Mexico, N. W. Texas, Alaska and the Hawaiian Islands.

Ample stocks will be carried in order to give their customers the very best service possible, in fact their general offices in San Francisco covering over 12,000

square feet are larger than in any other of their branches.

Aside from this they maintain a sales office for their Southern California trade in the Title & Guaranty

Building, 5th and Broadway, Los Angeles.

Display rooms and offices have recently been opened in San Francisco, in the Jewelers Building, 150 Post street, where the products of each factory are shown as a unit. As announced in this issue the International Silver Co. are extending an opportunity to their trade in the Far West to make the fullest use of the facilities offered through their San Francisco office. J. C. Falkenberg and W. F. Nichols have completed the organization of a corporation and have taken over the business of A. Widemann Co. and Walker-Brunetti Co., King City, Cal. Mr. Falkenberg was employed for 15 years in the King City store of Ford, Sanborn Co. Later he entered the firm of the H-A-F Co., after having recently disposed of his interests to R. R. Allen, who is now the sole proprietor of the business. W. F. Nichols was also connected with the H-A-F Co. for a number of years. Mr. Walker of the Walker-Brunetti Co. will remain with the new firm, so will Julius Brunetti. Both stores will be considerably added to and a very satisfactory outlook is reported.

Mr. and Mrs. W. H. Bennett, Long Beach, Cal., announce the marriage of their daughter, Dorothea, to Ira Harold Peck, which occurred on the 23rd of May at their home at Long Beach. Mr. and Mrs. Bennett's many friends, who are only limited by the circle of their acquaintances, unite in extending their best wishes and congratulations to their charming daughter and her husband, wishing for them a long life of wedded happiness.

Booth & Herboth, who recently opened for business at Marysville, Cal., report a very satisfactory outlook. Frank Booth was for years engaged in the plumbing business, and Ben Herboth was for a number of years connected with the Hampton Hardware Co. They will handle full lines of hardware, plumbing supplies, farming implements, etc. Joseph Herboth is also a member of the firm.

Wells & Wade of Wenatchee, Wash., have developed an excellent business in the hardware and implement line since their entrance into the field at Wenatchee some few years ago. A feature of their business is in their large metal shop. This is one of the big work shops of the state and contains over \$10,000 worth of the latest machinery. They build considerable elevator spouting and hundreds of thousands of feet of irrigation pipe each year. They also assemble power spray outfits, do a considerable business in pumping plants and similar products.

The Heath Hardware Co., Caldwell, Idaho, have recently engaged in business. This is a branch of the same company at Wilder, Idaho. They will have a complete line of implements, dairy supplies, as well as automobile tires and accessories. They will not at this time add a general hardware line to the Caldwell Hardware Store, although they eventually will put in similar lines at Caldwell as they are handling at Wilder.

The Larkin-Prince Hardware Co., Newberg, Oregon, was recently damaged by fire. They carry a stock of about \$25,000 in hardware and farm machinery. The principal stockholders are George Larkin, who is the mayor of Newberg, and Thomas Prince, one of the largest fruit growers in the Pacific Northwest. This was fully covered by insurance.

B. W. Thomas has disposed of his interest in the Toledo Hardware Co., Toledo, Wash., to J. M. Alger.



## The Poet's Vision

Blessings on thee, little man, Barefoot boy with cheeks of tan, With thy turned-up pantaloons And thy merry whistled tunes, With thy red lips redder still Kissed by strawberries on the hill. With the sunshine on thy face Through thy torn brim's jaunty grace, From my heart I give thee joy, I was once a barefoot boy. Prince thou art, the grown up man Only is Republican, Let the million dollar ride Barefoot trudging at his side, Thou has more than he can buy In the reach of ear and eye, Outward sunshine, inward joy Blessings on thee, baretoot boy.

WHEN James G. Whittier wrote the Barefoot Boy he certainly must have had in mind such a person as William D. Neil, manager of the Hardware Department of the Hammond Lumber Co., Los Angeles.

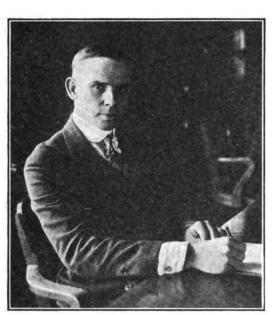
Mr. Neil himself, perhaps, wouldn't admit this to be the case, due to his excessive modesty, but we have learned that when at the age of 18, some ten years ago, he presented himself, barefooted and homespun, going to Los Angeles from Mendocino County, there was something about the lad that attracted attention.

Whether it was his sharp replies, or that indefinable something which business men recognize in young men, an indomitable will and ambition to make themselves of use and value in the world,—in any event he was given a "job."

He began sweeping floors and picking up nails. This was at a time when automobiles were more of a luxury, and "Bill," as he was called, wasn't averse to keeping the automobile cleaned up, for he knew that gave him the privilege of riding back and forth in it.

He was obsessed with a desire to make himself useful. He didn't stop to question whether what he was told to do was "his work" or belonged to someone else, or whether it was time to begin, or time to quit.

He was never in a hurry to stop at the stroke of the clock, to get out for recreation or to mingle with some of his fellows. He was there to learn the business, perhaps dreaming that some day he would be the manager of the de-



Cheerily then my little man
Live and laugh as boyhood can,
Though the slippery slopes be hard
Stubble speared the new mown sward.
Every morn shall lead thee through
Fresh baptisms of the dew,
Every evening from thy feet
Shall the cool wind kiss the heat,
All too soon these feet must hide
In the prison cells of pride.
Lose the freedom of the sod,
Like a colt for work be shod,
Made to tread the mills of toil,
Up and down in ceaseless moil,
Happy if their tracks be found
Never on forbidden ground,
Happy if they sink not in
Quick and treacherous sands of sin.
Ah, that thou coulds't know thy joy
Eer it passes, barefoot boy.

partment himself, but that has been his position, for he has been manager of the hardware department for the last five years.

He spent five years in preparation and work for it. Today he is just as enthusiastic, as careful and particular in his work as he was then. He never asks a man to do anything he himself wouldn't tackle or undertake.

He is glad to be identified with such an institution as the Hammond Lumber Co., and we are sure the feeling is reciprocated on their part.

When he took charge of the hardware department the sales didn't run more than \$2500 or \$3000 per month. In five years, if the truth were known, they have doubtless increased a great deal more than ten-fold, and are rapidly increasing each year.

As a matter of fact the Hammond Lumber Co. are rapidly increasing and extending their jobbing business as fast as good factory connections and dependable lines can be obtained.

They are now carrying practically everything that is required in the building material line, as well as in bath room trimmings, roofing, wall boards, etc., in addition to barbed wire, fencing and other commodities in the hardware line.

Their business has so increased they have under consideration the erection of additional warehouses in order to accommodate larger stock.

Mr. Neil has associated with him a force of coworkers, who are loyal and enthusiastic, and are glad to co-operate with him.

Whenever any of our readers, especially in the Far West, happen to be in Los Angeles it would be worth while making themselves known and getting acquainted with this former barefoot homespun boy, William D. Neil, whom Whittier had in mind.

## **Painting Contest Gains Publicity**

PAINTING contest for children recently gained the A. L. Amiel Hardware Co., Vancouver, B. C., wide publicity. They inserted in one of the local papers on ten consecutive Saturdays an outline cut of an ice box, and each week offered a special prize to the school child who colored it most artistically. Each week the cut was changed, so that in the course of the contest special advertising was given all their lines.

The contest was open to any school child in British Columbia. With the painting submitted there must appear on the margin in ink the name, age, and school of the child competing. After having won a prize the winner was barred from competing in future competi-

tions.

Each week three prizes were offered—the first, \$3.00 in cash; the second and third, \$2.00 and \$1.00 respectively, in merchandise. object was not only to make their name known far and wide, but to bring people to their store, and their ad was arranged accordingly. At the top was the cut, and just beneath it:

> Color the Picture of the World's Best Ice Box

(or whatever the cut represented).

In order to do this most effectively you should follow the example of the great artists and work from a model. If your mother has not already a Blank ice box in her home, tell her to come with you to the store and let you see the actual refrigerator.

Their show window was used to effectively complement their newspaper advertising. In the center was one of the ice boxes, and during the noon hour a demonstrator was stationed in the window, who, by means of cards, explained the good points of the cooler.

A large card shown on an easel, explained the rules of the contest; and after each awarding of prizes the successful drawings were displayed in the window, to the delight of the young artists, who of course brought all their friends to see it. In this way scores of people were brought to the window, where they saw not only the paintings but an effective demonstration of the merits of the article advertised.

### Spectacular Aeroplane Advertising.

The enterprising advertising man is always to the front in adapting to his own use the latest discoveries in science, art or mechanics. He has used the movies, and the automobile, and now comes one who has taken for his own the aeroplane. During the recent Provincial Fair held in Calgary, Alberta, the Hudson Bay Co. announced a special aeroplane exhibition of their own for the entertainment (and incidentally, financial advantage) of the crowds.

Each day at eleven o'clock a 12-foot air ship was launched from the top of their big building, and as it mounted in the air and circled over the heads of the audience, 200 circu-

lars were released.

One hundred and ninety-nine of these bore coupons worth \$1.00 each, when applied on merchandise to the amount of \$5.00 or more only one coupon being allowed on each purchase. The lucky 200th circular, however, was the one sought for by all, as it bore a coupon entitling the holder to \$5.00 in cash—with no strings attached. The news of these circulars was proclaimed in their newspaper ads, and also through the medium of their show windows, and it is scarcely necessary to say there was not a home in Calgary that did not hear of it.

Supplementing their aerial advertising was a series of attractive show windows. Three of these, thrown together, were devoted to a fine display of sporting goods. At one end was a khaki tent, from the ridge pole of which floated a Canadian flag, kept in motion by an electric fan concealed by branches in the background. Upon the sides of this tent several bathing suits were laid out to dry.

Within the tent were heavy blankets, a cot,



and an automobile traveling kit. At one side was a cupboard made of boxes, holding paper, tin and aluminum dishes; as well as a good supply of canned goods. In front was a seat made of a barrel, with leather seat pad; and leaning against this was a gun in case, while a box of cartridges reposed on the seat. On a big grass rug was a little child in rompers, playing with bucket and shovel. The second window showed a hammock, in which was a young woman in sport suit, tennis racquet in hand; while a bag of golf sticks leaned against the rod supporting the hammock. At the other end was a camp stool, on which sat a young fellow in wading boots, khaki trousers, flannel shirt, bandana handkerchief and big felt hat, carefully examining a fly rod he held; close by was a glass table set out with aluminum cups, and bottle of grape juice, while a galvanized iron pail held several bottles packed in ice. The whole series offered innumerable suggestions in the way of supplies to prospective picnickers or campers.

### Ever Useful Brushes.

Brushes for cleaning purposes are not especially beautiful, but they are always useful, and should have their proper amount of publicity in the show window. In order to relieve the monotony of their appearance it would be well to follow the example of the J. H. Ashdown Hdw. Co., Ltd., Winnipeg, Canada, who furnished them with such an attractive background that their plainness was forgotten.

Blue Monday would indeed be cheerful if the blue was as handsome as that used as a background for their wash-day display. It was floored with heavy glazed blue paper resembling old Dutch tiles and backed with sky blue paper against which was a white trellis covered with blue morning glories and green foliage. In the middle of the display was a wooden bench upon which were two galvanized iron tubs, and clothes wringer; while against the frame leaned a new broom.

At one side was a washing machine with broom leaning against it, and at the base a galvanized iron pail holding a mop and scrubbing brush. Down in front, spread out for inspection were floor, wall, paint, upholstery and bottle brushes, together with swabs, chamois cloths, sponges and feather dusters. In the midst was a card:

Here Are Your Weapons For War Upon Grime, Dust and Dirt

## Sedgwick Hand-Power Dumbwaiters and Elevators

Manufactured by Specialists and Guaranteed Send for, Catalog and Discounts.

SEDGWICK MACHINE WORKS

IN Liberty Street NEW YORK

### GOLF SUPPLIES INCREASE MER-CHANT'S TRADE

The establishments of municipal or town golf links has been a suggestion made to the "Hardware World" by an enterprising hardware merchant and a good one, and we pass it along to our readers, so each of them may suggest it in their own town or city.

The proper authorities—board of supervisors, town trustees, councilmen or other officials should be urged to establish golf courses, where on week days or Sundays business men with their families can enjoy the recreation and exercise, which heretofore has been supposed to be a part of the millionaire's pastime.

There is no reason why this should be so. There is no town or community so small, but that such a course would be beneficial to the

entire community.

The sport is clean and wholesome, and can be enjoyed by all. Where golf courses are located many families go out in the morning. While the feminine part of the household may not wish to take up golf, it is an exercise that will be enjoyed by the male portion, in fact, by both women and girls as well.

It is exercise that is taken unconsciously

and proves beneficial to every one.

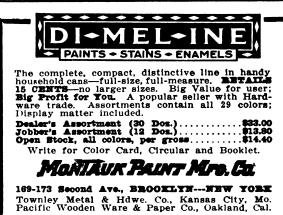
Golf is no more a man's game than it is a woman's game. Anyone who has been initiated in the game of golf, no matter what their favorite pastime or sport may be, will like it and will doubtless agree that "I had better hit the pill than pay the doctor's bill."

Now, from a selfish standpoint, if one wishes to consider it alone from that viewpoint, the sale of golf materials will prove a splendid source of income. It is a line that can be handled by merchants with profit and satisfaction.

In fact, there are hundreds of merchants who have found the sale of golf supplies an im-

portant part of their business.

Golf accessories are just as much a part of the hardware business as sporting goods, fishing tackle and home furnishings. The "HARD-WARE WORLD" will be glad to have the experience of its readers who are handling golf sup-



## SELLING GOLF SUPPLIES A GREAT SUCCESS

We have been handling sporting goods for the past year, and this naturally includes golf supplies. It has proved a great success with us, not only in the department itself, but in many other ways, in drawing new trade and business which would not have come to us if it had not been for the sporting goods department.

We are located in a community that affords everything necessary for a line of sporting goods. We have a perfect climate, mountains, ocean, and there is a great deal of fishing, hunting, golf and tennis. Santa Barbara is also noted for its big hotels, and which are constantly filled the year round with tourists from the East. This helps a great deal in making the sporting goods department a success.

There are two very fine golf clubs located here, and one can go out almost any time of the year and find the course fairly well filled with people playing golf. Golf is becoming more and more a national pastime all through the country, we notice it very much in Santa Barbara. The writer has played golf for several years and personally he believes it is one of the best and cleanest games for developing mankind. The best time of the year for golf is always from the first of November to the first of March, especially while the rainy season is on, for the ground is much softer and the fair-ways are nice and green.

In our golf supplies we are more than satisfied with the amount of business we have done (this being our first year in this line). We are handling Burke Clubs, but find it advisable to carry almost every golf ball there is made; we keep on hand about 30 different varieties of golf balls and carry a considerable stock of each.

OTT HARDWARE CO.,

A. C. Moline, Sporting Goods Dept.

## HARDWARE DEALERS SHOULD ENCOURAGE GOLF

Undoubtedly the establishment of municipal links in towns throughout the country would encourage the game of golf, and if properly handled would eliminate to a great extent the professional golf instructors, so far as the handling of golf supplies is concerned. Wherever these municipal links were established, the hardware and sporting goods dealer could well afford to encourage the game of golf and carry in stock a full line of supplies.

The game of golf is gaining favor throughout the West. but golf as well as all other games and outdoor sports is suffering materially at this time by reason of the military and business activity which is uppermost in the minds of the public at the present time. Golfing and other sports of course will come into their own when business conditions become normal once again, and the public have more time to devote to these things.

SALT LAKE HARDWARE CO.

W. P. Fowler.

### MUNICIPAL LINKS SHOULD BE ENCOURAGED

This is our second year with golf supplies, and we have had a very satisfactory increase over last year.

The life of the game as a sport for the general public absolutely depends upon municipal links.

SPOKANE HARDWARE CO.

### NORTHWEST MERCHANTS TO MEET IN SEATTLE

Under the auspices of the Sales Managers' Association of Seattle, the jobbers and manufacturers have issued the call for their annual meeting of Northwest Merchants, which will be held in Seattle during the week of August 13th to 18th, at which time it is also planned for the semi-annual meeting of the hardware merchants of the Pacific Northwest.

Some ten thousand notices have been sent out to merchants in Washington, Oregon, Idaho, Montana, British Columbia and Alaska and a large attendance is expected.

A few of the topics that will be discussed at the annual meeting are "trade Acceptances and Methods for competing with the mail order business."

These meetings are always productive of much good, and merchants who can attend the Seattle convention can not spend their time more profitably, if for no other reason than for the opportunity of getting acquainted with other retail merchants comparing notes and ideas, getting acquainted with the enterprising manufacturers and jobbers in Seattle. It will be time well spent. Seattle is one of the most delightful cities in the country, and an especially attractive one at which to spend a convention, during the summer time.

The merchants and their families are assured of an interesting and pleasant visit in every way.

## CONDITIONS VERY ENCOURAGING

Conditions in our line have been very encouraging and we look for the near future to be very prosperous.

be very prosperous.

Our line is mostly supplying the ship yards and automobile dealers. Of course the automobile business at present is at its very best, and many firms are changing from horses and wagons to automobile trucks for delivery purposes. We look for an increased business in this line.

Shipbuilding in this vicinity, we all know is to be quite extensive. Local jobbers and supply houses will, we think, profit greatly.

WESTERN HEAVY HARDWARE & IRON CO.

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### IF YOU INTEND TO GIVE EM-PLOYEES A SHARE OF THE PROFITS, READ THIS

(Copyright, by Elton J. Buckley.)

My observation is that more and more employers, not only manufacturers, but whole-salers and retailers, are adopting the plan of speeding up their employes by offering them a share in the profits. I have come into personal contact with a number of these plans and believe they work out very well. Many employers using them, however, err n not making the payment of the employe's share of the profits dependent on his remaining in the employ up to the very day of distribution.

A case was recently decided in Pennsylvania which compelled a manufacturer to give a share in eleven months' profits to a discharged employe. Another case almost like it has been decided by the highest court of Wisconsin. The Pennsylvania case is exceedingly interesting. A Pennsylvania chocolate manufacturer had a plan of giving certain of his employes a profit sharing bonus amounting to 20 per cent of their wages. An employe named Snyder worked a year and got his. In the envelope with it came a note reading thus:—

with it came a note reading thus:—
We hope that the coming year will see each one of our employes taking a little more active interest in the welfare of the business in which they share the profits. By each employe giving this business their best efforts and their work the closest attention, our mutual inter-

ests will be materially benefited.

Snyder worked along into the second year, and had worked eleven months of it when they discharged him. It does not appear what for. One month later, the company handed its employes the usual 20 per cent bonus, but Snyder was out, and there was no envelope for him. He demanded it, but the company refused it and he sued, carrying the case clear up to the Appeal Court. The latter said he was entitled to his bonus, because there was no contract or arrangement between him and his former employer limiting the right to the bonus to the employes who remained in the service up to the time of distribution.

Let me reproduce the following from the

Appeal Court's decision:-

If we examine the letter (reproduced above) which accompanied the first year's bonus, we can readily see that the purpose of the offering of the bonus was that the employes might continue to work for the defendant company, and that in their continuing in its employ, they might render more efficient service. It will be perceived that the letter concedes to the employe that he is a sharer in the profits. The position the defendant company takes is that this additional compensation was a mere gratuity and that no legal obligation can arise from "a source so casual and unincended." We may assume that the payment of the additional wages was dependent upon the success of the business and that there was no absolute promise to pay a definite sum contained in the letter above referred to. What amount was to be distributed was to be determined by the board of directors. It was certain that the workmen were to have a share in the profits, if any were made. The promise was that at the end of

the year there would be some distribution of profits, if any were made, and after the company fixed the amount which was to be distributed, all the laborers employed by the company who had taken employment under the promise to share if they continued to work during the year, were entitled to receive their extra compensation fixed at 20 per cent of their wages during the year. All the elements of a valid contract were present. The company in effect informed this plaintiff that they would not promise him definitely how much extra compensation he would get, but that when they fixed the rate of extra wages, he would get his share. It is not claimed that the services rendered by the plaintiff during his employment were not faithful, nor is any cause alleged why he should not get his bonus, other than the fact that the company denies the binding force of its promise and alleges that the fact that he was laid off before the end of the year deprived him of any participation in the extra wages paid.

extra wages paid.

As to the latter phase of the defense, the learned trial judge ruled that if the plaintiff rendered satisfactory services to the defendant down to the time he was discharged, and was ready and willing to render like services for the remainder of the year and was prevented from so doing only by the failure of the defendant to assign him to duty, then he is entitled to recover his share of the profits for the entire year.

We see no error in this.

In the Wisconsin case the employer agreed to pay his employes a share in the profits of the business in case they remained with it for two continuous years. One employe stayed along until one day before the two years had expired, when he was discharged. He demanded his share of the profits, and when he was refused, went into court. The court ruled that "an employe who has been promised a share of the profits of the business in case he rendered two years' continuous service, could not be deprived of his right thereto by a discharge without cause one day before the expiration of the required period."

There are several other recent decisions in profit sharing cases, the substance of which is that where an employer promises an employe a share of the profits at the end of the year, he cannot get rid of his obligation by discharging the employe, in advance of the distribution of profits, without cause. He can always discharge him with cause, however, and if there was cause, the employe's right to the bonus is gone,

because he didn't earn it.

And I venture the opinion that it would also be gone even in case of discharge without cause, if the employe had signed a contract containing the following:—

The said bonus is to be given the said employe only

if said employe remains in the employ of the said employer until the end of the current year. Removal from the service, whether with or without cause reflecting upon the said employe's services, shall forfeit

all right to said bonus.

M. C. Nason has purchased the interest of Guy Hinkley in the Hollywood Hardware Co., Hollywood, Cal., and took over the active management of the business.

Keechelus Development Co. Keechelus, Wash., general merchants, have incorporated. They are adding materially to their stock.





## AMERICAN CHAIN COMPANY'S AUTOMOBILE ACCESSORIES

Display American Auto Accessories in your windows and sales rooms and you will be displaying good sound business judgment as well.

Weed Tire Chains for pleasure cars, motor trucks and motorcycles; Weed Cross Chains, Weed Cross Chain Pliers, and Weed Chain Adjusters; Weed Chain-Jack that lifts the heaviest car with a few easy pulls on its chain; American Tire Lock Chains; American Welded Towing Chains; Dobbins Blow-Out Chains; and the Campbell Hammerlock Self-Spreading Cotter Pins.

Write for Auto Accessory Catalogue.



## AMERICAN CHAIN COMPANY, Inc. BRIDGEPORT, CONN., U. S. A.



Boston Office: 107 Massachusetts Ave. Chicago Office: 529 West 12th Street San Francisco Office: 714 St. Clair Building

In Canada-DOMINION CHAIN CO., Ltd., Niagara Falls, Ont.

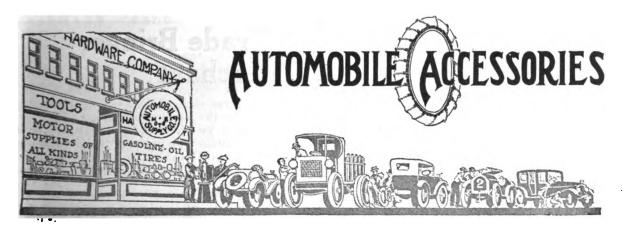
Largest Chain Manufacturers in the World

Factories in

Bridgeport, Conn.

Braddock, Pa. Mansfield, O.

York, Pa. St. Marys, O. Carlisle, Pa. Marion, Ind.



## Courtesy Makes Sales

No people are more appreciative of service and courtesy than automobile owners. When a man drives up in front of a merchant's store and asks for some article, oil, gasoline, to use his air pump or for a bucket of water, we wonder how many salesmen there are who see a live prospect, one who will appreciate and never forget the courtesy that may be shown.

A man will go a long way to patronize a courteous store or a courteous salesman. He will often stand and wait if the salesman is engaged until he is through in order to deal with that particular man. He will drive several miles out of his way to reach a courteous merchant, one who will make him feel he is welcome. If he wants nothing more than to fill up his radiator the clerk who will take a bucket of water and do this for him will not be forgotten.

Nine times out of ten something will occur to the owner that he might want, and it only needs a suggestion from the salesman thus engaged to develop sales possibilities.

An inner tube, tire cement, an extra spark plug, in case of an emergency, a water bag, is an opportune suggestion, a flash light is timely to offer.

### Knowing the Goods.

A salesman who is well informed as to the needs of the motorists and of the stock carried will find his knowledge to be a valuable asset to him, and you will find motorists particularly in a receptive frame of mind to listen to such suggestions, especially if some little service is rendered them.

As a matter of fact, a salesman should be thoroughly informed as to not only the stock carried, but the various uses of the lines which they handle. Nothing gives so much information as to read and digest one or more good trade papers, as well as manufacturers' literature that is generally to be found with each shipment.

People are flattered by attention, especially to have a salesman who knows the uses to which

goods are adapted or can be put, or the constantly increasing number of new accessories which may be offered for the motorist's convenience. It is time well spent to pay more attention to these men who drive up in front of your store, even if they want nothing more than a drink of water.

### A SALESMAN IS LIKE A MACHIN-IST

### (Herbert N. Casson.)

Why is a Salesman like a Machinist?

Because he must learn to handle people, and people are human machinery.

A man is as much a machine as a motorcycle, and he is a darn sight harder to handle.

No machine that was ever made is as difficult to understand as a man is.

A man has to be lubricated by courtesy, cranked by enthusiasm, polished by friendship, and operated by good will.

Just as an automobile will run twice as far if it is well cared for, so a man will buy twice as much if he is well handled.

Just as a locomotive is what its engineer makes it, so a buyer is what the salesman makes him. He is either a profit or a nuisance.

Every living man is a marvel and a mystery. He is body, breath and brain.

He is the most wonderful of all wonderful things; and if you have the honor to be a salesman, you should thank God for the privilege of studying and handling men.

There is nothing else more interesting and there can be nothing more profitable in the world than the art of salesmanship.

Just get the habit of trying constantly to create new business, and you will be a happy, contented business man. Don't expect to get along without obstacles; you'll encounter plenty of them—but keep plugging away.

# Every Automobile a Trade Bringer to the Retail Merchant

OU can not do the retail hardware merchant a better service than to emphasize and re-emphasize the importance of handling tires, lubricating oils and other auto accessories," said a prominent hardware jobber to a "HARDWARE WORLD" representative recently.

Continuing he said, "We ourselves were loath to take up the sale of auto accessories until we had thoroughly investigated the matter and had the vision to see just what the automobile was bringing to the hardware trade. Now that we have gone into it we are more enthusiastic than ever, and our enthusiasm grows daily."

Standing in His Own Light.

"A hardware merchant who neglects this is standing in his own light, he is neglecting his own opportunities, and will surely regret it if he does not get into the game."

### Quick Turnover.

"There is no line of merchandise that a merchant can handle, that will give him the quick turnover, and carries the same amount of net profit, and will do more to bring trade to his store for other lines, and develop constant repeat orders, than automobile accessories."

Automobile an Asset.

"Contrary to considering that people who are buying automobiles as a detriment to the community, the wise hardware merchant will look on them as an asset, a trade bringer, which he can turn to his own account and advantage if he will but put forth a little effort."

Neglected Opportunities.

"Remind them," said the jobber, "that too many hardware merchants neglected stoves with the result that the furniture trade took them up.

"Too many neglected the tin ware, pot and pan business with the result that much of it

went to the grocery trade.

"Remind them again that drug stores are handling cutlery, which so many long neglected."

Using Up Daily Tires, Oils and Accessories.

"Remind them again and again that the automobile is using up tires and oil and accessories every day, that it is a constant consumer of products which the hardware merchant should stock.

"Contrary to what many merchants may think it doesn't require a big investment, probably \$150.00 or \$200.00 as a starter to put in a stock of tires, four sizes of tires will be ample as a start. The Ford car is a big trade bringer for the various accessories which it needs, and

the other three sizes of tires will be all that is necessary for the medium priced cars.

"When a merchant gets an order for a larger tire all he has to do is to telephone or wire for it and it can in most cases be delivered from his local jobbing house the following day."

Turn Stock Each Month.

"We ourselves are turning over our tire stock twice a month, and the retail hardware merchant can turn his at least once a month. There is far more profit in selling tires than there is in selling stoves.

"Cutlery, which the retail merchant generally considers most profitable, will not compare with the profit on auto accessories when

the turn over is considered.

Don't Overlook Such an Opportunity.

"Retail merchants who neglect this are standing in their own light, overlooking an opportunity, and even if they do sell the garage a little 'stuff,' the garage man is not a business man, his employees are often incompetent mechanics who do not have a proper idea of salesmanship and the hardware merchant can easily develop a far greater business than any garage can in everything pertaining to automobile accessories. He has better opportunities for making sales, his acquaintance is generally larger. He has a larger volume of customers on his books, he has better opportunities for making displays, why then should he hold back."

### GETTING YOUR SHARE OF LU-BRICATING PROFITS

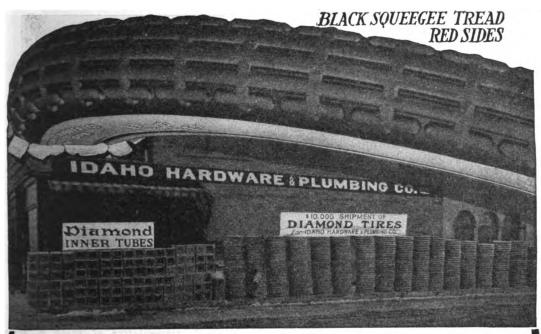
The Platt & Washburn Refining Co. estimate retailer's share of profits in the sale of their lubricating oil to be in the neighborhood of two million dollars.

Last year the sale of their lubricating oil trebled, and this year the record is still being kept up, and it is expected it will be even surpassed, due to the extensive advertising of Veedol, a product that many merchants say sells itself.

Aside from the good profits and the large volume, it is a line of goods that adds prestige to a merchant's reputation. They are conducting the greatest advertising campaign in the history of automobile lubricants, and they will be glad to have applications for agencies from hardware merchants where they are not already represented. It is a most profitable and trade bringing agency for the retail dealer.

Success calls for the employment of every quality you possess.





# \$10,000 SHIPMENT

Because Diamonds simply melt away out of stock Than the Marian Warre & Prumbing Comp.

PLUMBING, HEATING & SHEET METAL SUPPLIES
MINE, RANCH & STOCKMEN'S SUPPLIES

### BOISE IDAHO,

November 12, 1916.

The Diamond Rubber Co., Salt Lake, tah.

### Gentlemen:

After carefully reviewing our steadily increasing tire business, we are impelled to congratulate ourselves and you for the kind fortune that sent Diamond Tires into our list of auto supplies.

We have checked to to see if the tremendous growth of our tire business was on a solid foundation.

We asked our larger Diamond users and agencies if they were satisfied. Instead of complaints it many intendes we received orders, and told to deliver the goods quickly, a Diamonds seemed to simply melt away out of stock. Our summary is that there is ally one tire, considered from any snall PRICE, QUALITY and SERVICE, and DIAMOND IS 100 name.

Yours, THE IDAHO HOWE. & PLBG. CO., Ltd.

By K. Davisvice President.

If you can't get Diamonds from your jobber write Diamond Rubber Co. Akron, Ohio.

# Diamond Tires

### PLATT & WASHBURN REFINING COMPANY'S CAMPAIGN FOR BETTER MOTOR LUBRI-CATION

An interesting campaign is that being made by the Platt & Washburn Refining Co., manufacturers of Veedol Motor Oils and Greases. Being broad in scope, entering, as it does, into the largest national and farm periodicals, in one page and even double page spreads, it is of interest to notice that the name of the product is not featured in large display. space is devoted rather to giving information to promote better lubrication, showing how tests may be made to distinguish good motor oil from poor by the oil-decomposition or Sedimentation Test, under actual operating conditions, and in this test they are now supported by the U.S. Bureau of Standards, which is now recommending the same method of ascertaining the quality of oil for lubrication of internal combustion engines.

The manufacturers of Veedol are not only advertising very widely in the periodicals, but issuing some of the most interesting literature that has come to our attention, including large books showing what their campaign consists of, lubrication charts, signs, educational booklets on motor lubrication, &c., but the most interesting piece is the 80-page book on Lubrication called "Veedol." This book, we understand, is being used in many of the leading Universities and Technical Schools in the United States and this is the same book that in their advertisement this company states they will mail on receipt of 10c, which is very nominal, as that can little more than cover the cost of postage.

In this book Lubricating Systems of all automobiles are divided into 10 different classes: all tractor engines are divided into 7 different classes—it also deals with Airplane motors, Marine Motors, Motorcycles, &c., these different types of engines and lubrication systems being illustrated by colored cuts. In the last pages of the book is a chart showing the names of the different makes of internal combustion engines, opposite each name being shown the system of lubrication and illustration of each system may be located in the book—also the grade of oil recommended. There is also valuable information regarding the manufacture and testing of oils.

The fact that most of the leading automobile manufacturers are recommending Veedol for the lubrication of their motors is a valuable consideration to the dealers and together with the fact that they are doing business through most of the largest accessory firms in the United States and Canada is undoubtedly a strong recommendation.

The Pacific Coast Division, with offices in



LEONARD FREEE

Pacific Coast representative of Platt & Washburn
Refining Co., is always glad to give full information and close co-operation to every merchant
interested in lubrication.

the Monadnock Building, San Francisco, and managed by Mr. Leonard Freer, gives attention to all territory from, and including, the States of New Mexico, Colorado, Wyoming, Montana and westwards.

### LOYAL MANUFACTURERS

Manufacturers generally throughout the country responded in a most patriotic and liberal way in purchasing Liberty Loan Bonds, as well as enabling their employees to do so.

The more than expected response to the appeal for Red Cross funds indicated the manner in which the American people are backing up their government in the demand.

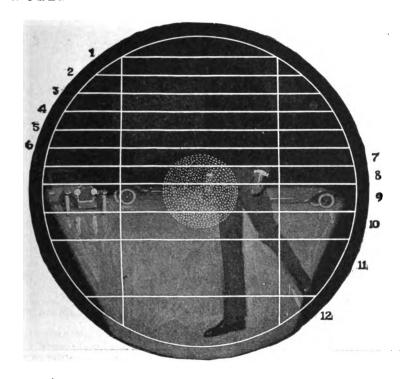
As a matter of fact the raising of the hundred million Red Cross fund was more indicative of this than anything else, for this was an outright gift, whereas the Liberty Loan Bonds might be considered in the nature of an investment.

S. F. Bowser Co., Fort Wayne, Indiana, advise us that out of the 1566 factory and office employees 91% of them bought one or more Liberty Bonds, the total amount sold among their employees being almost \$131,000.

They put out quite a campaign in the matter of preparing circulars, which was an evidence of the patriotism of both themselves and their employees.

"Do you realize what a great country this is and is going to be? One-third of the wealth of the whole world is in the United States."—Chas. M. Schwab.





## Throws a Waist-High Beam 1/3 Mile

Twelve Shafts of Light that Stream as One Complies With All Headlight Laws No Glare — No Need for Dimming 74% More Light On the Road

Road Rays-Not "Sky" Rays

Direct Rays - Not "Diffused" Rays

Designed by James R. Cravath, one of America's foremost authorities on illumination. Meets exacting tests by Professor E. H. Freeman of the Armour Institute of Technology, Chicago; and L. A. Hillman, technical representative of the American Automobile Association, Chicago.

Made for all sizes and makes of cars. Extensively advertised in national publications. Big demand and profit make the New Osgood Lens a live seller for you. Write now for unusual test results and dealer plan. Our convincing data will certainly interest you.

### Osgood Lens & Supply Company

2007 Michigan Avenue, Dept. 427, Chicago



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-(Gifford & Prentiss Photo.)

The Columbia River Highway has been termed "America's Greatest Highway," extending through the Cascade Mountains to the sea, along the Columbia River, which forms the northern boundary of Oregon.

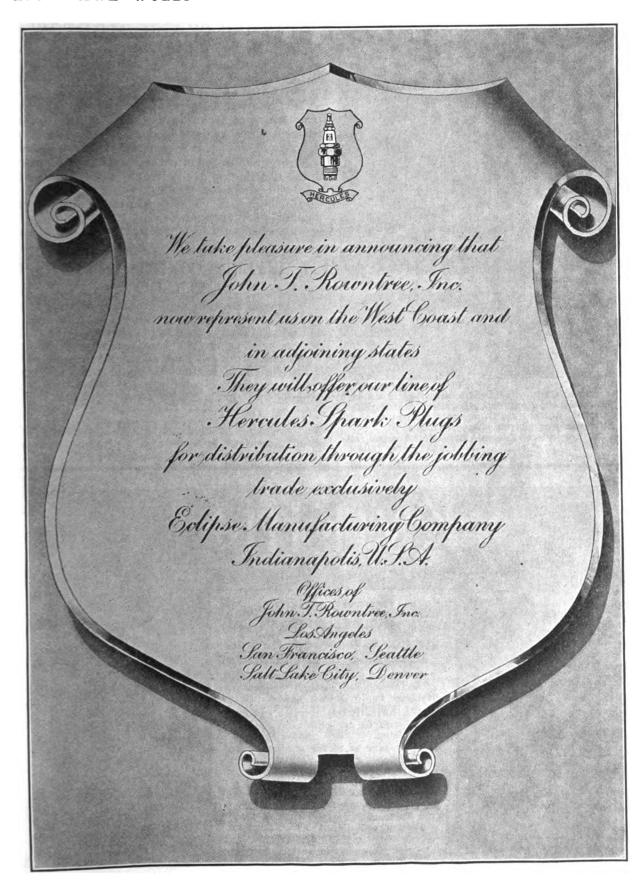
Its construction was made possible through the devotion of Samuel Christofer Lancaster, as engineer, with the co-operation of a number of Oregon's spirited men.

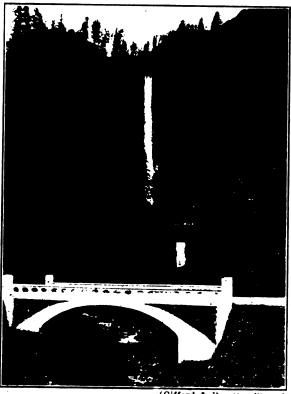
"Sheppard's Dell" bridge is a picturesque spot of the Columbia River Highway, where the roadbed is hewn from solid rock which offers a magnificent panorama up and down the Columbia kiver.

One Enjoys beautiful scenery when they have accurate description of and know what they are looking at.

The interest in motoring on the Columbia River Highway has been largely increased and developed by the issuing of an accurate description of this wonderful scenic drive which has been distributed by the Honeyman Hardware Co. of Portland, Oregon, who will be glad to furnish any of our readers with this descriptive matter.







-(Gifford & Prentiss Photo.)

This view of Multnomah Falls is described in a folder issued by the Honeyman Hardware Co. of Portland Oregon, which gives an accurate description of all the points of interest along the route.

It is a masterpiece of scenic beauty, the upper falls having a drop of 541 feet and the lower falls of 66 feet.

### PASSING OF L. B. MERTON

L. B. Merton, vice-president of Hughson & Merton, well known manufacturers' representatives, passed away at his home in San Francisco recently at the age of 49 years.

Mr. Merton became associated with Mr. Hughson some twenty years ago, and in that time the firm has developed a large selling organization, representing some of the largest and most progressive manufacturers in the country in the distribution of hardware, household supplies and auto accessories.

He enjoyed a wide acquaintance and was popular wherever known, and his passing will be learned of with sincere regret.

### DEALERS CONFIDENTIAL CATALOG

Butler & Brittain, San Francisco, have recently mailed to the trade their Dealers Confidential Catalog giving in a condensed form dealers price on most of the items carried.

Owing to the frequent advance in prices it is difficult in these times to issue prices, but a catalog giving an approximate idea is very valuable.

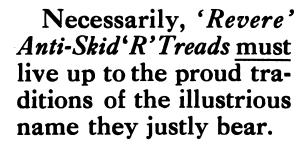
Those who brag about the things they are going to achieve, seldom have a chance to brag about the things they have achieved.



## In the Time of Crisis

the name "Revere" leaps instantly to the mind.

The loyal and willing man whose name these tires, that give loyal and willing service, bear, is typical of all that is best in our national character in a time of national crisis.



Year by year they have steadily increased their fame until they are known from one end of America to the other as the tires that do not fail in a crisis.

That's why motorists everywhere insist on 'Revere' 'R' Treads and that's why YOU should stock 'Reveres.'

Write us TODAY for particulars regarding prices, etc.

REVERE RUBBER CO.

1790 Broadway, New York



### COMPARISON OF WAR CONDI-TIONS IN CANADA

The feeling of apprehension which has unconsciously arisen concerning the manner and extent that general business, and particularly the automobile and rubber industries, will be affected by the entrance of the United States into the war, is very ably commented on by G. M. Stadelman, vice-president of The Goodyear Tire & Rubber Company, Akron, Ohio.

Mr. Stadelman has just returned from a thorough canvas of the war's effect on Canadian business, which he made in the hope that a more definite idea might be formed of the conditions that our country must face and con-

quer in the near future.

"Canada has gone through precisely the same conditions that now confront us, so the effect of the war there ought to be fairly indicative of what we may expect here," he declares. "General business conditions are very satisfactory in Canada at the present time.

"I found that in 1913 Canada had increased its number of registered cars 16,780, or 38%, as against the 1912 registration, and during 1914 22,070, or 36%, as compared to 1913. War was declared August 1, 1914, so that the last figures were little affected thereby.

"Now after two and one-half years of warfare Canada is this year buying 100,000 new motor cars, almost five times as many as were purchased during 1914, and an increase of 85% over the normal increase for 1913 and 1914.

"Every possible effort has been made to have Canadians save to help win the war. Ever since war was declared the people have been importuned to discourage the spending of money for things not absolutely necessary. The people are constantly confronted with placards, post cards, letters, bill-posters, newspaper articles and every other publicity device known,

to discourage extravagance.

"And when you stop to think that 100,000 new cars are being bought in a country with a population of only 8,000,000, the condition can be accounted for in no other way than that Canadians do not regard the automobile as a luxury, but have found it under war conditions a prime necessity. It has aided in the movement of troops, facilitated the transportation of war material, increased the efficiency of the farm, aided in the quicker movement of all things pertaining to business, and has been a great economic factor in the development of general business.

"Our population is about fifteen times that of Canada. She has already sent 500,000 men to the front, which would be equivalent to our sending 7,500,000. Her purchase of 100,000 cars this year, with one-fifteenth of the population of the United States, is equivalent to our purchasing 1,500,000 automobiles, which is just about what this country will buy during 1917.

"So Canada under war conditions, with a constant crusade for economy, with the withdrawal of men, power and money far in excess of anything contemplated in the United States, is after two and one-half years, buying as many automobiles per capita as the United States expected to buy before the declaration of war with Germany.

"Theory and prophecy are not very convincing, but here are the actual facts. The experience of Canada for the past two and one-half years, and her present liberal patronage of the motor car, ought to be an earnest of what the future has in store for us. If Americans have had any doubts concerning the stability and prosperity of the motor car business, or business in general, the experience of Canada ought to dispel them."

## SHAKESPEARE ON CUTTING PRICES

(Apologies to Hamlet.)

To cut, or not to cut—that is the question: Whether 'tis not better in the end To let the chap who knows not the worth Have the business at cut-throat prices, or To take up arms against his competition, And by opposing cut for cut, end it. To cut—and by cutting put the other cutter Out of business—'tis a consummation Devoutly to be wished. To cut—to lash! Perchance myself to get it in the neck-Aye, there's the rub; for when one starts to meet The other fellow's price, 'tis like as not He's up against it good and hard. To cut and to lash is not to end the confusion And the many evils the trade is pestered with. Nay, nay, Pauline—'tis but the forerunner Of debt and mortgage such a course portends. 'Tis well to get the price the goods are worth And not be bluffed into selling them for what So-and-So will sell his goods for. Price cutting doth appear unseemly And fit only for the man who knows not What his goods are worth, and who ere long, By stress of making vain comparison 'Twist bank account and liabilities, Will make his exit from the business.

The hardware merchants of Gallup, New Mexico, report the sale of farming implements this year more than in any previous year in the history of Gallup.

The Roberts-Dearborn Hardware Co. has been recently organized at Carlsbad, near Eddy, New Mexico, by C. H. McLenathen, F. L. Dearborn and S. I. Roberts. The members of this firm have been in business for the last twelve or fifteen years, and report an excellent outlook.

J. R. Westbrook, who recently purchased the interest of E. E. Stewart in the Franzen Hardware Co., Riverside, reports they are adding a full line of up-to-date housekeeping equipment, cookers, sweepers, cutlery and other lines, as well as electrical goods, and the outlook is all that could be desired.





# In All Respects the Logical Speedometer Selection

FOR accuracy under all conditions, for dependable service after long usage, for convenience and all around usefulness, you could make no wiser selection than the

### ORBIN-BROWN SPEEDOMETER

Motorists have used it for years and received from it service of the most satisfactory nature. Every year it registers more miles and registers them accurately, and every year more motorists are coming to recognize it as the standard speedometer equipment.

Investigate this instrument at once

Write for Catalog

### The Corbin Screw Corporation

The American Hardware Corporation, Successor

NEW BRITAIN, CONN.

Branches: New York Chicago Philadelphia

Makers of Corbin Duplex Coaster Brakes for Bicycles

Protect your motor from the dangers of overheating by insuring perfect lubrication. This can be effected only with a high grade oil like



It not only increases the life of your motor, but gives it that velvet smooth purr and quick "pick-up."

You can buy Tiolene in steel drums and save money. More important, however, is your assurance that you are using a uniform grade of the finest motor oil.

Write for particulars to

# Tiona Oil Company

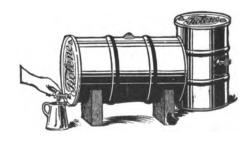
Binghamton, N. Y.

OR

Union Hardware & Metal Company

Los Angeles, California

Distributors for Tiolene in Southern California, Nevada and Arizona



# The Primary Principle of Salesmanship

By J. R. McCloskey

N old lady from the country once went into a New York department store to buy a kitchen stove. She had Twelve Dollars in nickles, dimes and quarters wrapped in a red handkerchief, which she had diligently saved from the sale of butter and eggs with which to buy the long needed stove. Approaching a clerk, she asked to be directed to the Stove Department.

However, instead of directing her as requested, this clerk, who was a furniture department salesman, took the old lady in tow, and proceeded to show her a gaudy upholstered couch; by appealing to her false pride, with the aid of a little flattery, he prevailed upon her to buy the couch, for which she had no earthly use, whereas the stove had been the object of her frugal savings for many months and was an actual necessity.

Some would call this clerk a salesman because he had created a sale; but he is not a salesman in any true sense nor should he be classed as such. He would qualify better as a gold brick swindler than as a salesman.

It has been more or less generally considered in the commercial world that the principal point in salesmanship is "to make the sale," but as a matter of fact the making of the sale is the very last step in salesmanship.

If the real primary principle of sales-manship is understood and applied, the sale will take care of itself.

The general prevailing theory as to the principle of salesmanship is that there is a socalled mental law of sale embracing four successive steps as follows: First, attention; second, interest; third, desire; fourth, action. In other words, get the attention of the prospective customer, arouse his interest, change his interest into desire and then change his desire into action or the act of buying.

We are willing to grant that these four steps may be incidental in the process of a sale, but they certainly do not constitute the fundamental law or primary principle of salesmanship. A law or principle, in order to be rightfully classed as such, must produce given results when applied under given conditions. The unprincipled furniture clerk who took advantage of the old lady in selling her a useless couch followed the four steps just as outlined, and if these four steps really constituted the primary principle or law of salesmanship, then we would have to admit that the furniture clerk was an expert in the art of salesmanship; and so the gold brick swindler would be considered an expert in the art of salesmanship, as he follows precisely these four steps in "putting over" a fake deal or so-called sale.

However, true salesmanship is of a much

higher order than the process indicated by this so-called law of four steps; attention—interest -desire-action. There is a fundamental law or primary principle of salesmanship, which, when properly applied, will produce much more certain results.

> The primary principle of salesmanship is based on need and confidence—the need of the buyer and the mutual confidence of buyer and seller.

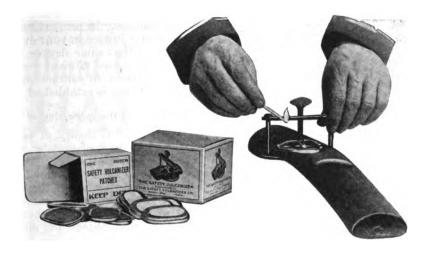
Instead of holding to the old idea of "making the sale" as the first point in salesmanship, we should remember the first point to be considered is the need of the buyer or prospective customer—whether or not he has a legitimate need for what you have to sell. For example, by persuasion and over-painted pictures of fabulous profits you might induce a small merchant to buy an expensive store appliance which was not suited to the needs of his business, and still you might feel proud that you had "put over a sale" as the saying goes. But stop and think a minute. Is this true salesmanship in the highest sense? Absolutely no. The foundation of true salesmanship is honest consideration of the purchaser's need—a fair exchange of value that benefits both buyer and seller in proportion to their respective needs. To test yourself on this point, just remember this-

Never try to sell a man anything that you would not buy, if you were in his

If a country boy should come into your store with \$2.50 in his pocket to buy a pair of school shoes, which he needs, would you induce him to spend his money for an imitation diamond scarf pin and then call yourself a "salesman"? The man who follows this sort of practice and calls it "salesmanship" ought to be behind the bars instead of behind the counter. Yet there are people who follow such practice and call it salesmanship because it conforms to the four steps previously referred to as the theoretical law of sale.

After convincing yourself that your prospective customer has a legitimate need for what you have to sell at the price you ask, the next step is to establish a mutual confidence between buyer and seller. Now, what is confidence and what is it based on? Confidence must necessarily be based on honesty, and therefore, in order to get the confidence of your prospect you must be sure that you have laid the right foundation for it in your own character.

The first requirement is inherent honesty in yourself. Then be sure that your proposition is an honest one, that it is based on fairness and justice, and be sure that you present it on its merits, free from misrepresentation or mislead-



# Save Time—Work and Worry!

# Use a SAFETY VULCANIZER

The Only Ever Reliable Vulcanizer

The "5 Minute" Vulcanizer that Really Does the Work in 5 Minutes

### YOU Can Operate The SAFETY **VULCANIZER**

It's so easy. It's so Perfectly done that when the patch is put on you will marvel at its neatness, the time you have saved and the economy of the operation. YOU CAN'T AFFORD TO BE WITHOUT THE SAFETY VULCANIZER.

### The SAFETY Vulcanized Patch

is the only Patch that proves Satisfactory in the Long Run. The SAFETY VUL-CANIZED PATCH means SAFETY AL-The Safety Patch is the only WAYS. PERMANENT vulcanized patch. should have a SAFETY VULCANIZER as part of your regular equipment.

The whole operation will not exceed five minutes of your valuable time, and you will have a patch that is PERMANENT—will not roll, peel or tear under any conditions in the hottest weather. We absolutely guarantee this vulcanizer to do perfect work and will last a life time if directions are followed.

Beware of gasoline or electric vulcanized patches!

Beware of cement or 'stuck on' patches!

They will leak in hot weather!

The most frequent of all tire trouble is caused by a poorly applied patch.

THE SAFETY VULCANIZED PATCH obviates this trouble!

It makes bad tires good tires.

DEALERS! OVER 200,000 SAFETY VULCANIZERS SOLD LAST YEAR. Every motorist needs the SAFETY VULCANIZER

Every buyer brings their friends to you!

Every SAFETY VUL. CANIZER makes a Lifelong Friend!

WRITE TODAY FOR DEALERS PRICES

Complete with 12 BAFET

The SAFETY VULCAN-IZER boxed complete consists of a portable clamp and one dozen SAFETY PATCHES, dozen SAFETY PATCHES, each patch a patch within itself, consisting of a pan or container in which is the SAFETY prepared fuel and a patch of SAFETY special cure gum attached to the vulcanizing surface of the container.

directions with Complete each outfit.

# SAFETY VULCANIZER MFG. CO.

213-215 Federal Ave. S.

Mason City, Iowa



### JUST THE SOCKET WRENCHES THAT SELL JUST THE WAY TO SELL THEM

No. 300 includes an assortment. Quantities and sizes are determined by exact demand, and the Chest is offered FREE with the assurance that Solves Your Wrench Write-Ask for Catalog No. 183-D.

### FRANK MOSSBERG CO. ATTLEBORO, MASS., U. S. A.

HASTINGS & ANDERSON CO., Chicago, Ill. EWING-LEWIS CO., San Francisce, Cal. EWING-LEWIS CO., Los Angeles, Cal. D. L. HERMAN, Seattle, Wash. P. W. LYNN, Dallas, Texas. W. W. CRANDALL CO., Nashville, Tenn.



The Most Marvelous Metal Polish in the World

The Best Polish for Automobile Brass Trimmings

roduces a wonderfully bril-Produces a wonderfully bril-liant lustre on Brass, Cop-per, Tin, Zinc, Silver, Nickel and all Metals. A few rubs and the article is handsome-ly burnished. Will restore burnt or rusty Nickel on Stoves to its original lustre. Put up in 4-os. cans, M-pt. cans, 1-pt. cans, 1-qt. cans, 2-qt. cans, 1-gal. cans.

Saves Enough Work to ay Ten Times Its Cost

The easiest and quickest cleaning preparation in the market for Polishing Copper, Brass, Zinc, Nickel, Bar Fixtures, Mirrors and Glassware. No hard rubbing required. Write for free sample. Put up in 1-lb, 4-lb. and 12-lb. boxes.

J. C. Paul & Co. CHICAGO



ing statements. In proportion as you expressed fairness and justice in your every thought, word and act, to that same degree will you find confidence expressed toward you by those with whom you come in contact, and thus the necessary confidence is established on a right foundation.

Confidence is the spark plug of true salesmanship.

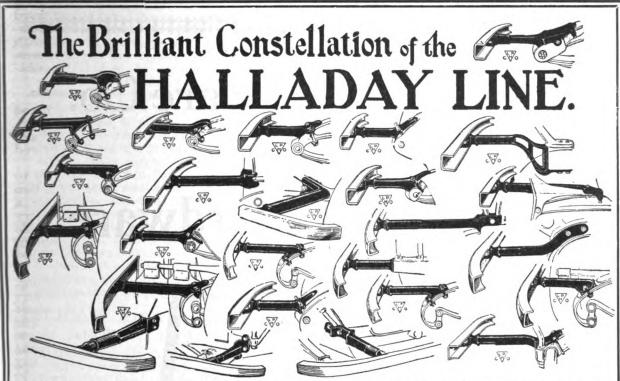
The co-called theory of salesmanship based on the four steps of getting a man's attention, arousing his interest, creating his desire, and moving him to action, is not founded on a fixed

principle in any sense of the word.

The salesman has no moral right to try to arbitrarily dominate another person's action with the blind object of merely "making a sale," nor will any permanently satisfactory results be accomplished by such methods. To illustrate our point we will draw a comparison between two salesmen whom we will call Salesman No. 1 and Salesman No. 2.

Salesman No. 1 starts out in the morning. Calls on Mr. Brown. First, he gets Mr. Brown's attention. Easy. Second, he begins to arouse Mr. Brown's interest, wondering all the time he is talking whether Mr. Brown's mental machinery has worked around to the changing point from Interest to Desire. He has no way of knowing when to shift, but anyway, he shifts his talk over and begins working on Mr. Brown's desire, and finally, without knowing when or where or why, he takes a long chance that Mr. Brown's mental wheels have readjusted themselves and that it is about time to "sign the dotted line," and so he proceeds to pull out the order book at what is called the psychological moment. But, alas, somewhere in Mr. Brown's mental machine a wheel has slipped a cog and he won't act. The salesman has tried his would-be mental law of sale; he got through the first three steps, but the fourth step would not work, and he goes away wondering what happened to old man Brown's brain and why it wouldn't work according to the "law of sale."

Salesman No. 2 starts out in the morning. Calls on Mr. Smith. But going down the street on his way to see Smith he recalls to mind a few satisfactory thoughts about as follows: He says to himself "Well, I have figured a good deal on what Smith needs and I believe I have a proposition that will just serve his purpose and save him some money. Anyway I can explain it to him, and if it is what he needs, he certainly will see it. I know my proposition is a fair one, the price is right, the stuff is made right, good material, it represents good value for the money. Of course, if he doesn't need it, I certainly don't want to shove something onto a man that will not do him just as much good as his money will do me. But if he does need anything of this sort. I know he will give me the order because I know the proposition is right."



Mr. Dealer: In this galaxy of stars of the Bumper firmament you will find a bumper to fit every car on the road.

If you carry this line you can control the bumper business in your territory.

Write us or the nearest distributor today for full details of the most profitable accessory in the automobile field.

### L. P. HALLADAY & COMPANY, Streator, Illinois

DISTRIBUTORS

Asch & Co., 16-24 W. 61st St., New York City. Gray-Heath Co., 1440 Michigan Ave, Chicago, Illinois.

E. L. Thompson Co., 817 Boylston St., Boston, Mass. Sanford Brothers, Chattanooga, Tenn., Southern Distributors.

Hughson & Merton, Inc., San Francisco, Los Angeles, Portland and Seattle, Pacific Coast Distributors.

### **Driver Agents Wanted**

Drive and demonstrate the Bush Car. Pay for it out of your commissions on sales, my agents are making money. Shipments are prompt. Bush Cars guaranteed or money back. Write at once for my 48-page catalog and all particulars.

Address J. H. BUSH, Pres., Dept. 808. BUSH MOTOR COMPANY, Bush Temple, Chicago, Ill.



Patented

HERE'S THE CAR

# "PERFECTION" PEDAL PADS

FOR EVERY MAKE OF CAR

Clamped on in less than one minute. No bolts or drilling of holes in pedal necessary. Send for free printed matter.

AUTO PEDAL PAD CO, INC. 794-D Seventh Avenue, New York



### "OIL RUINS TIRES"

Motorists realize what a great menace oil is to inner tubes and, therefore, look for the place where they can fill their tires with

### CURTIS AIR-FREE FROM OIL

Five different sizes of compressor. 125 different combinations of outfits. In stock at most jobbers. Price is right. A result of 25 years' experience in compressor manufacturing. Send for Bulletin C-5.

Curtis Pneu. Mchy. Co. 1512 Kienlen Av., St. Louis 530-L Hudson Term., N. Y.



MAKE YOUR CAR RIDE EASIER

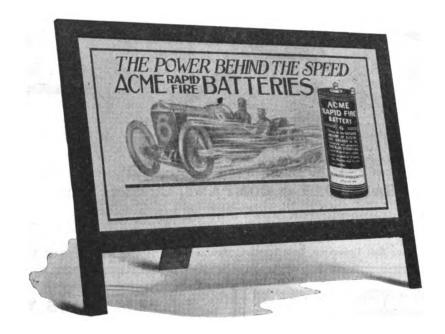
Knowlson's Spring Leaf Spreader Adjustable to any size auto spring—100% easier riding, and squeaking stopped. Also a good repair clamp. \$1.50, all dealers, or sent prepaid.

SPRING LEAF LUBRICATOR CO. 1008 Forest Ave. Ann Arbor, Mich.



# Whiton Hardware Co. SEATTLE

# Wholesale Hardware



Here's a goodlooking and forceful sales helper for your window, Mr. Dealer. It's a dark, wooden frame with easel standard fitted with the snappy picture shown.

FURNISHED FREE TO DEALERS

**BXCLUSIVE DISTRIBUTORS** 

ACME BATTERIES
Automobile Supplies

WE HAVE IT

This salesman is primarily conscientious himself, he has faith in his own proposition, he has given due consideration to Smith's needs in the case, he expresses fairness and honesty in his every thought and action; and he naturally expects the confidence of those with whom he comes in contact, because he knows that both he and his proposition merit co**nfidence**. If Smith needs his proposition, he no doubt gives him the order, and if he does not need it, says so; but this salesman does not go away trying to figure out how Smith's brain machinery was working while he was talking to him and what clogged the wheels when he pulled out the order book. ply moves on to the next man who does need his proposition and sells him—not by trying to regulate the man's brain action by four theoretical steps, but on a basis of the man's need, and confidence that is founded on absolute honesty and business integrity.

### AMERICA'S MOST WONDERFUL SCENIC DRIVE

The Honeyman Hardware Co. of Portland, Oregon, have recently issued a circular descriptive of what has been termed America's most wonderful scenic drive, the Columbia River Highway.

It gives in a most compact and interesting form the various points of interest along this wonderful boulevard with a brief and accurate description of each, which adds much to the enjoyment of the trip.

Places where meals, gasoline, telephone service can be found are included in this descriptive matter.

This circular is in great demand by motorists and fishermen.

In addition to the circular descriptive of the Columbia River Highway they have also published a separate booklet, "Where to go Fishing, and how to get there."

The Honeyman Hardware Company deserve to be commended for their public spirit in publishing this information for their customers as well as the public generally.

Walter C. Macy, Bryant, South Dakota, has purchased a hardware store.

N. J. Svenstrup, Davis, South Dakota, has sold his hardware store to Schultz and Company.

G. A. Severin has purchased the hardware business of Crooks and Lott at Hartford, South Dakota.

Owen and Son, Friend, Neb., have sold their hardware store to Spad Brothers, who moved the stock to Crite, Neb.

The Kutzke-Senger Hardware Company, Portage, Wisconsin, has changed its name to the Kutzke-Meyer Hardware Company.

The Truax Hardware Company, Hansford, Texas, has been incorporated with a capital stock of \$12,000 by J. A. Truax, C. F. Truax and P. M. Woodring.



VERLOC is the original, self-vulcanizing tire patch, guaranteed without heat or tools to permanently repair any puncture or blowout up to 17 inches in length. You can apply it in three minutes and, immediately after application, inflate the tire and drive as hard and fast as you want. Air pressure and road pressure vulcanize the Pure Para Rubber of Everloc into the tube itself.

The genuine U. S. Khaki base of Everloc with the cured rubber airproofing and the Pure Para Rubber sticking surface are exclusive Everloc features. Everloc is the only patch guaranteed not to dry out in less than 10 years. Order from your dealer today, or if he is sold out, send us his name for sample strip.
In Sheets: 6½x18½ inches \$1.50; 4x18 inches \$1.00;

 $2x16\frac{1}{2}$  inches 50c.

W. C. WOOD COMPANY
74 Western Avenue, Minneapolis, Minn.

We make a special sheet 20x28 inches for garage use.

# **AUTOMOBILE ACCESSORIES**



If you handle Auto Accessories, Motorcycle and Bicycle Supplies and Bisyeles, why not get in touch with a Wholesale House that handles this line exclusively and place yourself in a position to serve your customers with anything they could possibly require in this line. You should have our catalog as a reference. Write for it. It will mean big business to you. motto-"If it's kin to an auto it's related to us."

MOTOR CAR SUPPLY CO. 1451-53-55 Michigan Ave., Chicago

LUBRICANTS COME AND LUBRI-CANTS GO, BUT

## PIXON'S Automobile LUBRICANTS

are as staple in the hardware world as bread is in the household. There is a large demand for these PERFECT lubricants. This demand is being increased by extensive advertising.

Send for dealer's proposition and booklet No. 230 G now.

Made in Jersey City, N. J., by the

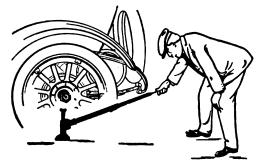
### JOSEPH DIXON CRUCIBLE COMPANY

**XX** 

Established 1827.



## LANE'S "Handle Control" AUTO JACK



### STANDARD EQUIPMENT IN BEST CARS

Jack is placed on the handle and pushed under the car—operated entirely from the outer end of the handle—and pulled out again after using without necessity for getting under car or in contact with any dirt or grear. Handle is jointed in the middle for storing away.

4 Sizes. At All Supply Houses.

Manufactured by

LANE BROS. Co., Poughkeepsie N.Y.

### NEW CADILLAC ON THE MARKET

The announcement of the New Model Cadillac 8 appearing in this issue is sure to command the attention of our readers, for while there have been a number of improvements and refinements making it what thousands of owners believe to be a most perfect car, yet it follows the same general line and principles and concentrates on the one type of engine—the V-type eight-cylinder, of which the Cadillac engineers have devoted their energy and skill in its perfection.

In appearance the car will be slightly changed, the wheels being a trifle smaller, 35x5, being the standard size of tire equipment.

The body is also a little lower and the fenders have been redesigned.

The line consists of the popular seven-passenger touring car, the four-passenger phaeton, and the standard roadster with rumble seat folding into the deck.

Other designs are the victoria and the limousine, both standard and imperial designs.

In fact, the Cadillac offers a sufficent variety of choice for every one and for every purpose.

The Don Lee Company who handle the Cadillac in California, which by the way we believe are the largest distributors of the Cadillac. anticipate even greater sale during the coming season than they have ever had and have ordered a larger quantity, this notwithstanding the fact that agencies of other cars in some instances have reduced their usual quota.

This confidence in their ability for increased sales is of course largely accounted for by the value that prospective purchasers recognize in Cadillac quality.

# STANLEY WORKS ERECTING LARGE ADDITION

The Stanley Works is putting up a sevenstory factory building to be used in connection with its New Britain, Connecticut, plant. This building is sixty-five feet wide and two hundred ten feet long, and will be provided with all the most modern manufacturing equipment and facilities. It will be ready for manufacturing purposes about November first. It is alongside of, and exactly like the manufacturing building the Stanley Works erected about a year and a half ago.

F. Franklin has been appointed by the Whiton Hardware Co., Seattle, Wash., as manager of the auto supply and tire department. The accessory department of the Whiton Hardware Co. has been a large factor, and under Mr. Franklin's direction they plan to materially increase the business, which has grown very rapidly. The Whiton Hardware Co. were among the first to recognize the fact that the accessory business belongs to the hardware trade, and they have been most active in these lines. They have been instrumental in starting many hardware merchants to putting in auto accessories.



# CENTURY TIRES



ANNOUNCING
THE APPOINTMENT OF THE
PACIFIC HARDWARE
& STEEL COMPANY

As Exclusive Territory Distributors for

# Century Plainfield Tires

Century Plainfield Tires are made with an earnest Quality ambition. USERS want Century Over-Size, Hand Built tires because of this ambition.

DEALERS prefer to sell CENTURY Quality Tires because they have an individuality. CENTURY service is back of each and every CENTURY dealer.

MATEED 7500 miles small sizes. 6000 miles large sizes

TERRITORY DISTRIBUTORS

Pacific Hardware & Steel Company

San Francisco, California

Factory and General Offices
PLAINFIELD, NEW JERSEY

Pacific Coast Branch and Warehouse



430 Golden Gate Avenue SAN FRANCISCO

Digitized by Google



THE OLD WAY



### A Back Breaking Job for a Strong Man is Child's Play

With a

# Rose Tire Pump

"It's the Patent Valve"

ON THE MARKET THREE YEARS AND NOW THE BIGGEST SELLER IN ITS LINE

### For Sale by Most Jobbers

TO SHOW YOU we will send you a sample Rose Pump direct from the factory at the regular dealer's price, transportation charges prepaid, providing you will send us the name of your jobber.

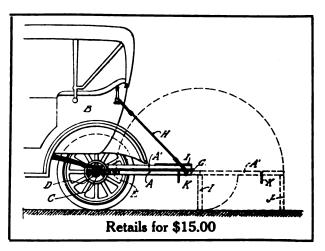
LIST PRICE \$3.00

### J. H. Haney & Co., Hastings, Neb. **MANUFACTURERS**

Rose Tire Pumps, Rose Grease Guns, Rose Fan Belts, and All Automobile Leather Accessories

# Just What You Need on Your Own Car

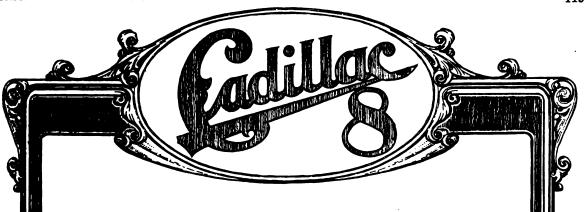
What you can Sell to every other car owner. Easily attached to any auto. Bed furnished complete for any Plenty of space to make.



carry bedding and other necessities when folded for traveling.

The "Dream" folding Auto Bed provides the same comforts as your own home. Every autoist wants one. Secure the agency. For full particulars, address

ROBT. A. BRUCE, 312 W. Walnut St., Santa Ana, Cal.



# Fourth Year-Fiftieth Thousand

### New Model Is Here

It is with much pleasure that we announce the newest Cadillac Eight creation, the type 57.

The new Cadillac adds honor to a long line of superior motor cars.

We believe it approaches more closely to real greatness than any motor car the world has yet produced.

Three years of the most pronounced success known to builders of quality cars has placed the Cadillac in the enviable position where little can be said in announcing a new model that could be more expressive of the predominant position of this eight than to simply announce that it is an improved Cadillac.

For three years the Cadillac has concentrated on the one type—the V-type eight-cylinder. In all that

time Cadillac engineers have devoted their energies and their skill to the perfection of a principle and the raising of a standard.

The Cadillac "8" now enters its fourth year and fiftieth thousand.

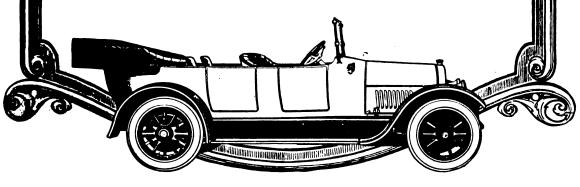
This means that buyers of the type 57 profit immensely from all that have gone before.

In appearance the car is slightly changed. The wheels are smaller, the body is lower and throughout there is a noticeable refinement of finish and appointments.

You have enthused over Cadillacs of former years.

xour enthusiasm will reach even greater heights when you view this new Cadillac and for the first time revel in its superlative smoothness and masterly power.

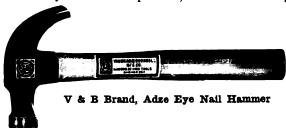
The Cadillac Type-57 Chassis will be available with the following body styles: Standard Seven-Passenger Car, Five-Passenger Phaeton, Two-Passenger Roadster with Rumble Seat, Four-Passenger Convertible Victoria, Five-Passenger Brougham, Four-Passenger Town-Limousine and Town Landoulet, Seven-Passenger Limousine, Landoulet and Imperial.



# New Goods and Specialties

### NAIL HAMMERS WITH NON-SLIP CLAWS

The value of V & B Adze Eye Nail Hammers, one of which is shown in illustration, is materially increased by their non-slip claws, which will firmly



grip any size nail, from brad to spike. The claws, which are tempered, can be used to grip the shank of a nail and pull it, head and all. through a two-by-four board. The hammers are made of extra refined steel, and the eyes are forged smaller toward the center than at the ends which bind the handle, thus preventing the head from working loose. In addition to these features, the sides are crowned and will not dent the wood. The V & B Brand nail hammers are made in bell face, plain face and octagon patterns. Styles are made for other purposes and the entire line of hammers and other tools is shown in the handsome catalog which was recently issued. Copies and full information can be obtained by addressing the Vaughan and Bushnell Manufacturing Company, 2114 Carroll Avenue, Chicago, Illinois.

### ATTRACTIVE RUSSWIN ADVER-TISING

Russell & Erwin Mfg. Co., New Britain, Conn., are putting a series of attractive folders in colors, illustrating their various designs of door checks, door handles, friction hinges and builders' hardware.

These are gotten up in a most attractive manner in colors, and prove excellent advertising for retail merchants, emphasizing as they do the merits and the factures of the Russwin line.

features of the Russwin line.

They will be glad to furnish our readers full information, and supply them with this attractive advertising literature upon request.

FREE Get a copy of this big accessory Catalog.

Every hardware merchant who sells auto supplies ought to see this book. Made for the auto supply dealer who wants to make more money selling supplies. Your copy is waiting. A request on your letterhead will bring a book by return mail. Write today.

CATALOG PRINTING & PUB CO.

154 Lafayette Street, New York, N. Y.

### DISSTON ISSUES INTERNAL HOUSE ORGAN

Henry Disston & Sons, Inc., of Philadelphia, have inaugurated a monthly house organ for employees of the company, the first issue of which appeared July 2nd. The title of the publication is "Disston Bits" which has a double significance, "bits" being another name for the teeth of inserted tooth saws, one of the company's products.

As the announced purpose of the publication is the stimulation and crystallization of good will and fellowship among the employees, it has been considered desirable that all illustrations, cartoons and editorial matter be the work of the employees themselves and the paper is being published along those lines.

the paper is being published along those lines.

From the appearance of the first issue there is every indication that ample talent is available among the 3600 employees of the company to produce a very creditable publication.

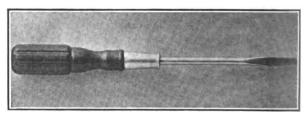
creditable publication.

'Disston Bits' has eight pages, 9x12, and comprises several departments, including Editorial, Sports

Safety First, etc.

"Disston Bits" will not in any way conflict with
the "Disston Crucible," the trade organ of the Company which has been issued for several years, as the
objects and purposes of the two publications are entirely dissimilar.

### PEXTO CARPENTERS' NO. 9 SCREW DRIVER



The Peck, Stow & Wilsox Company, of Cleveland Ohio, and Southington, Conn., are introducing another high grade Pexto tool at a popular price. It's the Pexto No. 9 Carpenters' Screw Driver. It has a round blade forged from special steel, carefully hard ened and tempered. Both blades and ferrules are beautifully polished and held securely to the handle Its handle is shaped to fit the hand, is fluted so that it can't slip, and finished in an attractive rubberoic finish. Marketed, packed one-half dozen in care board box.

O. H. Ruth and Paul J. Krehbiel of Reedley, Cal. have purchased a hardware store at Woodlake, Cal. and will continue the business. Mr. Ruth is at present in charge of the store.



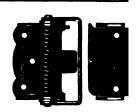
## PERFECTION DETACHABLE SCREEN DOOR HINGES

These hinges are easily attached and detached with our new patented locking device. The door can be taken down and replaced in less than half a minute.

Eliminates the annual trouble of "hanging the screens."
Solid When Locked

For sale by all leading jobbers. Write for prices.

THE HARDWARE SPECIALTIES CO. Wabash. Ind.





### STEWART HANDY WORKER FINDS READY SALE

The Stewart Handy Worker, consisting of six tools in one sturdy device, comprising a drill press copy and weighing 90 pounds, is an article that merchants can handle with profit and satisfaction. This is a combination of tools for which there is a use in every family and one that needs only to be shown and demonstrated to make sales. It is adapted for everything pertaining to tool, knife and sickle sharpening, drilling and wherever vise or anvil is used.

The Chicago Flexible Shaft Co., Chicago, will be glad to give full information to any of our readers upon request.

### GRIPTITE IS POPULAR

The Griptite Company, who have recently opened offices at 1718 North American Building, Chicago, Illinois, are marketing a preparation called "Griptite" which is something that has been in great demand by golfers.

Every golf player has had more or less trouble with slippery grips. The preparation that is used to viscolize them wears out in a few weeks, either from the moisture of the hand or from damp and rainy weather.

Furthermore, in cold weather the grips become doubly smooth and slippery. This new preparation promises to obviate these difficulties, as the manufacturers claim that a few drops in the palm of the hand, well rubbed on the grip, will thoroughly re-viscolize it again.

They further claim that the golfers who have used it state that they would never be without it in the future, and it is also highly acclaimed by the various professional golf and country clubs throughout the country.

If Griptite will do what its makers claim, it will certainly be welcome news to the golfplaying fraternity as apparently most of the preparations that are marketed for a similar purpose do not fill the bill.

### ADDED ELECTRICAL SUPPLIES

As announced in our last issue, the Salt Lake Hardware Co., of Salt Lake City, Utah, have added a most complete line of high grade electrical supplies, and the business which they are receiving throughout their territory is evidence of a continued growth of this business through hardware dealers and the fact that it is recognized as a vital part of the retail merchant's stock.

They are carrying staple lines such as the dealers in the general contracting business, require, and will be in position to fill the wants of their trade for all staple commodities and supplies.

The Alpha Hardware & Supply Co. are erecting a new concrete building at Nevada City, Cal., which will give them facilities for carrying an increased

### GRIPTITE

### THE NEW PREPARATION FOR SLIPPERY GOLF GRIPS

Re-Viscolizes the Leather **RBCOMMENDED** 

by all good golfers and professionals. FIVE drops does the work. Nothing like it ever offered before. Retails for 35 cts. per tube. Write for sample and jobbers' discounts.

### THE GRIPTITE COMPANY

1718 No. American Building - Chicago, Illinois



### FOR \$1.00

You can make that

### Old Kitchen Drain Board

New and Sanitary by using

Reg. U. S. Pat. Off. Wonderful Chemical discovery that anyone can apply in a few minutes. Leaves a brilliant white Porcelain-finish, dries quickly, hard as flint, durable, WATERPROOF. Thousands of satisfied good housekeepers testify to its merits. Sold by Hardware Merchants, Decorating and Department Stores. Write for interesting free circular and prices to the trade. The "NU-SINK" Co., 263 I. W. Hellman Building Los Angeles, Cal. (Pactory San Francisco) Reg. U. S. Pat. Off.

### WROUGHT STEEL THUMB LATCH



The accompanying illustration shows a new full surface thumb latch which The Stanley Works of New Britain, Conn., is now ready to put on the market.

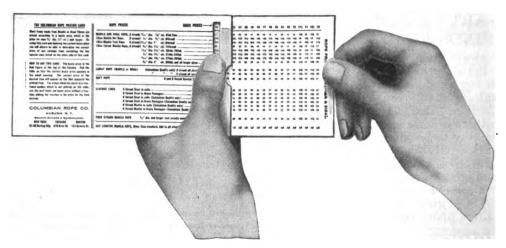
Its parts are few and simple and easily applied, as will be seen in the illus-

tration. It is altered from the regular Stanley Works' latch of the same class and character, in that both the strike and guide plate are made to be applied on the surface rather than to be mortised, as is the practice ordinarily, saving much trouble and expense in labor and application. It is reversible for either hand and is packed one set in a box with screws to match.

J. L. Pearce and M. C. Christenson of Ephrata, Wash., have purchased the Ferguson Hardware Store at Johnson, Wash., and will conduct the business under the name of the Johnson Hardware Co.

The Imperial Valley Hardware Co., have bought the Stock of the Price Hardware Co., which was moved from Los Angeles, to Calexico, a few months ago. Business is O. K. in Calexico, as well as all the Imperial County towns, but there are plenty of stores to take care of all the business, as is proved by Mr. Price deciding to sell to the older firm.





### NEW ROPE PRICING SCALE

The Columbian Rope Co., Auburn, New York, have issued a new rope pricing scale, which they state is the first time in the history of the cordage trade the prices for all the different kinds of rope and twine made from Manila and Sisal fiber have been tabulated and arranged in a convenient way for the use of the jobber and retailer.

They believe this will prove one of the best selling helps for the jobber's salesmen that has ever been arranged for helping in the sale of

Cordage products.

At this time all rope products have been priced according to a basis price, and it has been necessary for the individual to remember the proper advance or decline over the basis price in order to correctly price an item.

This scale prevents the chance of error, and definitely establishes the correct price, pro-

vided the current basis price is known.

This card is the result of several months' work, for the great number of figures on either side of the slide had to be checked and rechecked many times.

They know it is now exactly right according to the standards of the rope trade commonly

accepted.

A feature of this pricing card is that a retailer can know exactly the profit he will make on a coil of rope. He purchases the rope at a given price from the jobber with the expectation of making a certain amount per pound, by using the correct figures he can price all the different sizes of rope with exactness.

For instance, rope is sold to the dealer at so much per pound basis by the salesmen, and he seldom knows the exact price of all the smaller sizes, but with this card he can check the jobber's bill and can also establish the definite margin of profit which he wants by using the line one or two figures higher than his cost.

It is also said that a salesman has often lost an order because he was not sure of the price to name his customer on a special item which may have been brought into the store or submitted

to a traveling salesman while away from the office. With this card the salesman can make a price immediately with the certainty that his price is correct.

It is the plan of the Columbian Rope Co. to supply these price cards to their own distributors and jobbers and their customers, and after that they anticipate having enough so that they can supply the trade in general who may apply for same.

Any of our readers who may be interested can doubtless obtain forther information from the Columbian Rope Co., Auburn, New York.

R. A. Zahn, Verdigre Neb., has purchased the F. C. Maly hardware store.

A new building is being erected at Scottsbluff. Nebraska, for the Gates Hardware Company.

The McCollum Hardware Company, Winterset. Iowa, has been incorporated with a capital stock of \$10,000. The incorporators are C. B. McCollum, J. W. Krell and S. A. Hayes.

The Monroe Mosley Hardware and Grocery Company, Warren, Arkansas, has been incorporated with a capital stock of \$10.000 by J. E. Barker, Monroe Mosley, James Wear and L. R. Johnson.

Peck & Colby, who recently purchased the hardware and grocery business of H. A. Dickel, Anaheim. Cal., are making extensive alterations and rearranging their store expecting to carry an increased stock. Mr. Peck has charge of the hardware department.

The Heath Hardware Co., Caldwell Idaho, have ently engaged in business. This is a branch of the recently engaged in business. This is a branch of the same company at Wilder, Idaho. They will have a complete line of implements, dairy supplies, as well as automobile tires and accessories. They will not at this time add a general hardware line to the Caldwell Hardware Store, although they eventually will put in similar lines at Caldwell as they are handling at Wilder.

INSTRUCTIVE AND HELPFUL.
In enclosing three years' subscription to the "Hardware World," I want to tell you I nave found it very instructive and helpful.

OTTO SOUGSTAD, Secretary, North Dakota Retail Hardware Association.

### MEASURING PUMP

The Groetken Pump Co., Aurora, Illinois, have placed on the market a line of pumps and storage tanks, for which they claim many excellent and exclusive features.

We are illustrating herewith their portable barrel cart and pump which can be harnessed to any wood or iron shipping barrel by simply bringing up the



grip chain around the barrel, which holds the barrel in permanent position. This change can be made in five minutes.

This portable barrel cart is built of steel throughout. The wheels are 30 inches in diameter with ten spokes.

The B-8 Automatic Measuring Barrel Pump is constructed of first class material having seamless brass tubing, copper gasket, cast brass crank shaft, brass valves accurately ground to the seat.

This is complete in every way with a 40-inch suc-

This is complete in every way with a 40-inch suction pipe with strainer, having a gray iron tapered bung sleeve standard pipe thread to fit bunghole from 1% to 2½ inches. Dial registers each crank revolution from 1 pint to 5 gallons and automatically repeats.

Many merchants find this barrel cart and pump combination most convenient, and it is a type that is increasing in demand for business men and for pritate consumers.

The Groetken Pump Co. will be glad to send further descriptive matter and give full information to any of our readers upon request.

Their pumps are adapted for all kinds of lubricating oil, including gasoline and kerosene, etc.

The Waterville Hardware Co., Waterville, Wash., report a 40% increase in sales for the first six months of this year as compared with the corresponding petiod of last year. The farmers are prosperous and are buying more and better implements, likewise there is a notable increase, in cash sales. John Moore is president, D. M. Fraser secretary and treasurer and W. F. Schluenz manager.

"Mickey" Hays, the deservedly popular salesman for Union Hardware & Metal Co., stationed at El Canto, is especially popular with a certain pretty add dainty Miss who is well known to the younger of the Centro, to a man up a tree, it looks like a quick close up."



### NEW ACME FRY PAN

The New York Stamping Co. as original manufacturers of the Acme line of frying pans, skillets and spiders, have always maintained a high standard of quality in both material, finish and workmanship.

From time to time they have added new numbers and styles to the original Acme fry pan, and have now put on the market their latest war baby, known as the Acme skillet. This pan is designed to fill a particular demand embodying several very essential features.

Among them, first of all, it is covered by their Acme patent, with solid cold handle, deeper than the ordinary fry pan so it can be used for all purposes and is made of a lighter gauge steel than the Acme Spider in order to enable the retailer to sell same at a popular price.

This is the first unpolished pan put on the market by the New York Stamping Co. over their name, but notwithstanding this the pan is made of a quality of steel that insures a perfectly smooth cooking surface.

These pans are already in the hands of the leading jobbers of the country, and their distribution is likewise being made to a very large extent, by jobbers on the Pacific Coast, so that dealers in every section of the country have the opportunity of this newest addition to the Acme line.

### PROFIT IN NU-SINK

The Nu-Sink Co., 263 I. W. Hellman Bldg., Los Angeles, Cal., have placed on the market a product known as Nu-Sink, which is claimed will make an old kitchen drain board new and sanitary, giving it a brilliant white porcelain finish. It dries quickly, is as hard as flint and durable. It is waterproof, and every house-keeper who has seen it is more than pleased with it.

Merchants who have stocked this are finding an excellent sale for it. It is sold universally, and is being sold by hardware merchants, decorating and department stores with much success.

The Nu-Sink Co. will be glad to give full information to any of our readers upon request.

C. L. Shaw, who has taken charge of the old Wulff implement business, Holtville, Cal., is preparing to enlarge his facilities for carrying an increased stock. He is handling the Sandusky line of tractors and the John Deere machinery and implements, also a line of hardware.

### "IDEAL" SULPHUR MACHINE

The Granucci Hardware Company calls the trade's attention to the genuine Ideal Sulphur Machine as shown in their advertisement on page 55 of this issue. This machine is world-renowned and used with success by all European vineyardists as well as orchardists, and is said to be the most economical Sulphur Machine made. At the present price of sulphur this is a big item.

The machine is made of solid tin, handsomely finished in red on the outside. It is equipped with a twenty-eight inch rubber tube, reinforced with a spiral wire spring. There are two extension pipes,



thirty-six inches The malong. chine weighs nine pounds and has a capacity of twenty pounds of sulphur. It op-erates with double action, has only one pair of bellows which are totally enclosed to prevent them from becoming damaged and can be readily taken apart. The Triturator, attached to a small screen, can be unfastened in a moment by turning apparatus.
For cleaning

For cleaning purposes, this feature is most a dvantageous.

The consummation of the apparatus can be regulated by moving the trituratory guide from the first to the third hole in the lever. The pulverizer is regulated as desired by the upper and lower devices. The machine does not require lubrication. The machine is easily carried on the back of the operator. Extension pipes can be used to sulphur at a height of twenty-four feet, making it a valuable implement for orchardists. The "Ideal" is popular priced and the most economical machine on the market. It is thoroughly covered by patents and has received a number of industrial exposition awards. The company will be glad to send further information by addressing their nearest office, 1220 Boatmen's Bank Building, St. Louis, Mo., or 633-647 Front Street, San Francisco, Cal.

### AUTOMATIC

"Mandy, what fo' gib dat baby a big piece ob po'k to chaw on? Don' you-all know de po' chile'll choke on it?"

"Dinah, don't you see de string tied to dat piece ob fat po'k? De oder end's tied to de chile's toe. If he chokes he kick, an' ef he kicks he'll je'k de po'k out. Ah reckun you-all don' learn me nothin' 'bout bringin' up chilluns."

### ENCOURAGING AND HELPFUL.

Be sure and let us know when our subscription runs out in time for we don't want to miss a copy. The "Hardware World" is most encouraging and helpful to every hardware merchant.

A. D. FROST. Columbus, Ohio.

### A READY SELLING ARTICLE

The Nu-Sink preparation, which is designed to make new kitchen drain boards, is an article that will appeal to every housewife, and one that is meeting with a ready sale wherever it has been introduced.

It was invented and is manufactured by the Nu-Sink Co., 263 I. W. Hellman Building Los Angeles, Cal., and in that territory along is being sold by some 250 merchants, among whom are the largest department and house furnishing stores, who are not accustomed to handling a product unless it has been thor oughly demonstrated and proven to their sat isfaction.

Practically 90% of the kitchen drain board used in every building are disfigured, stained spotted and water-soaked. All sorts of enamels paints, varnishes and other coatings have been tried without success. They are not hard o tough enough to withstand the punishment that a drain board receives, as they will chip o scale off.

The Nu-Sink Co. experimented for a num ber of years with their product, and it was no placed on the market until it was thoroughly tried.

Being impervious to boiling water an standing an ordinary amount of heat, it will not chip or peel.

Their goods are sold under an absolut guarantee that they will be as represented, an it only needs a demonstration to convince an housewife of its merits.

The Nu-Sink Co. will be glad to give fu information to any of our readers upon reques



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T. M. SHEARMAN :: :: Editor and Manag
R. L. SHEARMAN :: :: :: Associate Edit
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GENERAL OFFICES

388 Taylor St. Boatmen's Rk. Bidg. Phelan Building Pertland, Ore.

507 Piencer Bidg. St. Louis, Mo. San Francisco

507 Piencer Bidg. 415 Exchange Bidg. 211-215 Scott Ed. Los Angeles, Cal. Salt Lake City, U. 730 Eventh Ave. 220-225 Pacific Bidg. Yanoogyer, R. O., Can.

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# **Business Opportunities**

WANTED.

Tinner and Plumber at once. Steady work. Address A. E. Browder, Albion, Nebraska.

WANTED.

Position by a first-class hardware salesman, thirty-seven years of age. Have had seventeen years' ex-perience in about every line of goods found in a hard-ware store. Address "S. G.," care "Hardware World."

FOR SALE.

On account of sickness, a well established general hardware business, including shelf hardware, tin, agate, glass, crockery ware, stoves, paints, oils. Stock and fixtures invoice about \$8,000.00. Terms considered. Call or address George Imhoff, Folsom, Sacramento Connett Callé mento County, Calif.

WANTED.

Salesmen to sell to Hardware Jobbers and Department Stores on commission. The best line of Fly Swatters on the market today. Big Sales, Liberal commissions and exclusive territories. Address Bouquet-Brownson Company, St. Paul, Minnesota.

I WANT TO GET BACK IN HARDWARE BUSINESS in which I have had 20 years' experience. Advise me how much stock, how long the business has been established, amount of fixtures, what kind of delivery. How many clerks. Cash sales and Credit sales in 1916 or your credit customers of 30 days or longer. Size of town. How many other hardware stores. How many other stores carry hardware, or granite ware or house furnishings. Address "B. C. J.," care "Hardware World."

### HELPING THE SALESMEN TO SELL MORE GOODS.

Many enterprising and successful dealers in the West are placing copies of the WORLD in the hands of each of their

We have many dealers on our books who subscribe for from four to eight copies of the WORLD each month so that their buyers and salesmen may keep posted. Copies will be addressed to each individual salesman either to the home or business address.

We have the testimony of many of our subscribers that it has served to arouse much greater interest among their emplovees.

Salesmen cannot have too much information about the successful methods of others. and trade news generally, the merits and talking points of the various lines advertised.

An employer could not send his salesmen anything that will be appreciated more than a copy of the WORLD.

Fifty cents pays a full years' subscrip-

WANTED.

Hardware Specialty lines wanted on commission basis by jobbing and commission firm located at Winnipeg, covering provinces of Manitoba, Saskatchewan, Alberta and British Columbia. Address Bouey Bros. Co., Ltd., Winnipeg, Canada.

#### WANTED.

One salesman to be assigned the exclusive distribution of Lane H-C Automobile Jacks in the following States, compensation entirely commissions. Only first class, successful men will be considered. Lane Brothers Company, Poughkeepsie, N. Y. States:—Mississippi, Louisiana, Arkansas, Oklahoma, Kansas, Nebraska, South Dakota, North Dakota.

FOR SALE.

A good paying hardware business in one of the healthiest, best climates of California. Doing a nice business in a first-class fire-proof building. Anyone wishing to buy a hardware business, this is a splendid opportunity. Best of reasons for selling. To any one meaning business I will give full particulars. "Owner," care "Hardware World."

WANTED.

Young man to clerk in retail hardware store, twenty miles from Los Angeles. Must have clean recwho has had one or two years' experience and who is willing to start in at \$50.00 per month with good prospects to right party. Address "A. W.," care "Hardware World."

# HARDWARE LOCATION WANTED IN THE PACIFIC NORTHWEST.

I am contemplating a change, and am looking for a hardware location somewhere in the Pacific Northwest. I would like information as to a business or the possibility of a location in Oregon or Washington. Give full information. Address A. Otto, care "Hardware World."

ARE YOU CAPABLE

of managing and developing a large retail and wholesale hardware business in one of the best and most progressive cities in the far West? Opportunity to develop sales of one million dollars. Must be high grade practical man, who can visualize the future, organize and develop business. Particulars in confidence. Give full information. Opportunity, care "Hardware World."

The Nineteen Hundred Washing Machine is Jobbed by

A. A. Wilson, Los Angeles, Cal., for Southern California

All dealers interested in agencies, are requested to write to the

.. .. .. .. .. .. .. .. .. .. .. .. ..

Factory Representative WALTER GUYOT, 1134 East Fifth Street Long Beach, Cal.

R. L. Spiker, well known hardware and implement merchant in Idaho, has severed his connection with the Western Hardware Co., Lewiston, of which he has been the head. His interest was acquired by L. R. Thomas. Mr. Spiker has not yet announced in what line he will engage.

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### DOWN WITH THE CALAMITY HOWLERS

If there is one class of individuals that deserves denunciation more than another just at this time, it is the business calamity howler—the man who goes around airing his pessimistic notions about what may happen.

Using ordinary business caution is all right at all times, and at certain periods when conditions become unusually complex, is vitally important, but it is never necessary or desirable to be always openly predicting dire disaster, or preaching the doctrine of fear.

The business interests of this country face an unprecedented situation, but it is a situation which they are going to meet in the true American spirit—the spirit of 1776 and 1861; the spirit that made this country free, and the spirit that kept it free. In this work there is no place for slackers or cowards, and the man who by word or act does anything to impair the business integrity of the nation is just as great a traitor as he who directly aids and abets the enemy.

In business affairs there will be new problems to meet; new obstacles to overcome. It will be more difficult for the merchant to obtain the articles which make up his stock in trade. But he will get them. Not as easily perhaps as formerly, and he will have to make allowance for transportation delays by placing his orders further in advance than he has been in the habit of doing, and in other ways that may present themselves from time to time, he must work closely with the manufacturers. Upon the latter will devolve the duty of straining every resource to keep the flow of products from factory to consuming territory as nearly normal as possible. In addition to banishing from their business policy any shadow of fear as to the future, our manufacturers and merchants must preach the doctrine of faith to consumers, who, after all, are the final arbiters of our business health.

The United States is the wealthiest nation in the world at the present time, and the most prosperous, and if, under these conditions, we cannot successfully prosecute the war in which we are now engaged—or our share in it—and at the same time maintain a degree of business activity throughout the country that will render as easy as possible payment of war bills, we are not the shrewd, versatile, resourceful, and enterprising people we have been pleased to consider ourselves and that other nations have credited us with being.

We believe that dealers and manufacturers, one and all, will acquit themselves like real men in the present emergency, and if there is anyone engaged in business in any capacity or connection who is suffering with stage fright, or who feels like throwing up his hands, he should get out of it for there is no room for such people.

### WHAT IS ADVERTISING?

Advertising is the education of the public as to who you are, where you are, and what you have to offer, of skill, talent or commodity. The only man who should not advertise is the man who has nothing to offer the world in the way of commodity or service.

—ELBERT HUBBARD.

### ISN'T IT TRUE?

"If I knew you and you knew me
"Tis seldom we would disagree,
But never having yet clasped hands
Both sometimes fail to understand
That each intends to do what's right
And treat the other honor bright;
How little to complain there'd be
If I knew you and you knew me."

Life is one continuous hurdle race to the people who make a habit of jumping at conclusions.

There are lots of opportunities opening up for the man who sticks his head up and sees what is happening.



THE ORIGINAL

### "WESTCOTT" ADJUSTABLE S WRENCHES

Kandle Best Malleable Iren; Jaw, Steel, Hardened





FOR PIPES

ch Style, 6-in., 6-in., 10-in., 19-in., 14-in. SUPERIOR QUALITY AND CHEAP

We are the only makers of the "WESTCOTT" (Name on Handle), which has stood the test of years and is now more popular than ever.

ASK YOUR JORRER

THE KEYSTONE MFG. COMPANY BUFFALO. NEW YORK

# **CO-OPERATION**

is the ruling principle of present day successful merchandising.

We aim to Co-Operate with the Dealer at all times.

We maintain extensive Display Rooms with competent Salesmen in attendance for your use or the use of your customers.

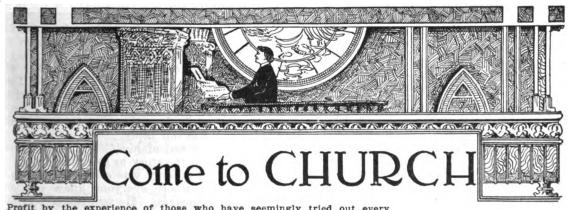
We refer all inquiries regarding our "FAULT-LESS" Fixtures direct to the Dealer.

Our Stock is Complete. Our Service Unexcelled.

### M. L. KLINE

30 Years wholesaling Reliable Plumbing and Heating Supplies in Portland.

84-86-87-89 Front Street, PORTLAND, ORE.



Profit by the experience of those who have seemingly tried out every kind of new white covering for bath room fixtures that have been made. The big majority have "come back to CHURCH" and are now selling only GENUINE PYRALIN GOODS.

These goods bear our trade-mark and this trade-mark is backed by the Rouse of Church.

OUR GENUINE PYRALIN "CLIMAX" SEAT

and all "Church" Bathroom Fixtures, are covered with the original and ONLY Real Pyralin.

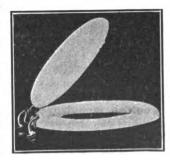
Por Your Protection our guarantee accompanies every "Church" product, giving positive assurance of its permanent wearing qualities.

GENUINE PYRALIN is put on in sheet form, like celluloid, and becomes a part of the wood itself. Remains white indefinitely.

We Sell the Jobbing Trade Only

C. F. CHURCH MFG. CO., Holyoke, Mass.
These goods can be obtained from the LEADING JOBBING HOUSES IN
THE WEST. INSIST ON THEM. If you cannot get them address for information, W. E. Gilchrist, Pacific Coast Representative, Monadnock Building,
San Francisco, Cal. These goods are sold by Holbrook, Merrill & Stetson,
Crane Co., A. H. Busch Co., and all the leading jobbing supply houses.





### SPEEDING UP APPRENTICESHIP

An old Englishman said to the writer, not long ago, "I put in seven years sitting on the seat of my pants learning to mix paint." In Twentieth century terms he would be given less than seven days to get action on that paint and failing he would be transferred—not fired—for they don't fire men any more in large institutions; but move them from one department to another until the man and the job dovetail.

When a normal man can take a machine or some specialty of work and in a week or less learn same so as to produce a product that will pass inspection why in conscience's name should he not be allowed to do it?

The answer is that he IS or has been since 1914, and now, 1917, there are thousands and thousands of mechanics working who never served an apprenticeship of more than 60 days. Sixty days to learn a trade, says some skeptic who has, I doubt not, put in five or six days per week for several years learning some trade. "I don't believe it," and that is the main trouble with those who are simply so blind that they will not see. I wonder what these same old "fogies" would say if they went into a factory and were told that if they could not make at least six dollars per day of eight hours for themselves that they would not be kept; yet that is a fact and can be proven very easily.

With the remarkable development that has started since 1914 all records for apprenticeship have been "clean busted." The old idea that a person must serve anywhere from three to six years to learn a trade has been completely disproved beyond any possible dispute. Where thousands and thousands of men. youths, women and girls catch on and produce the goods in less than sixty days—and some of them in a week's time-well! what is there left to say? The people who are interested in suppressing knowledge have left not an argumentative leg upon which to stand.

As a matter of fact the writer wishes to state that, taking the plumber as an instance, the idea that a young man needs to spend four years of valuable time in acquiring the mechanical part of the trade, well, said idea is all bosh. I have taught men to turn the trick in six weeks' time. The theory part of the craft is quite another matter, but I wish to ask this: how many mechanics who call themselves "A-No. 1 plumbers," know anything about the "X. Y. Z." part of the trade?

If the examinations conducted for plumbers' licenses in various cities are any guide, the answer would be about one in twenty-five.

So, there you are—years and years of work and training under past methods have not succeeded, so why "tarry by the wayside?" Apply a drawing force in the shape of cash bonuses and a knowledge that one must "get there" or make room for those who can, and will, and very different results are obtained not will be obtained, please observe; but are actually being attained in this year of our Lord 1917.

It is most surely the triumph of the learned, to do by doing! By being thrust directly into the struggle for production and actually performing the required task at a moment's no-"Shoot 'em into the machine," I heard one boss tell a new beginner, and you have my word for it, he shot 'em and made good on the job the very first hour. Necessity knows no law and it may be added that in these days it knows no delays either, and there is no room for work "slackers." There must be something radically wrong with a man who is out of a job these days and if he is not making at least twenty-five dollars a week his bean is

Never before has there existed such chances as today for men who will "be up and doing." It does not require particularly bright men, but it does require men who will stick. Sobriety and steadiness count for more than quickness of gray matter in the head. The large factories require thousands and thousands of men and the demand is far greater than the supply and promises to continue for years to come.

### WE KNOW IN ADVANCE

A man asked us the other day the following

question:

"You say that advertising, trade extension, modern merchandising, etc., are necessary for the salvation of the plumber; then what do you think is going to become of the plumber who does not believe in these things, and will not adopt anything but the lines of action that his father followed."

"We think he is in the same fix as J. Smith

Carberry," was our reply. "

"I never heard of him," said the inquirer,

so we told him the story as follows:

J. Smith Carberry was a leading citizen of a small city, where everyone knew everyone else, and his business. He was taken very sick one day, and rushed to the hospital. The editor of the local daily paper rushed to his sanctum, and the front page that evening bore the following news story:

"Our esteemed fellow townsman, J. Smith Carberry, will be operated upon tomorrow morning for a dangerous attack of appendicitis at St. Timothy's Hospital, by Surgeon Cutter. He will leave a wife and five children." So will the "dead" plumber.

The only kind of enthusiasm that's worth while is the sort that can take punishment and still go on effervescing.



# Keep Your Eye On This Trade Mark

You know what the famous old marks—"Little Giant," "Lightning," "Green River" and "Smart" mean to users of screw cutting tools.

The GTD mark means all of this and more—it means that the organization back of these trade names (Wells Brothers Company, Wiley & Bussell Mfg. Co. and A. J. Smart Mfg. Co.) now work as one unit to perpetuate and, if possible, to improve the high standard of quality of their taps, dies, screw plates, reamers, gages and threading machines.

Watch for our ads in Saturday Evening Post Literary Digest Scientific American Popular Mechanics

We still have a few copies of a pamphlet issued to our salesmen and representatives announcing our advertising and selling plans. They are not secret. If you would like a copy, say "Send me GTD Plans."

## GREENFIELD TAP & DIE CORPORATION Greenfield, Massachusetts

Yew York, 28 Warren St. Chicago, 13 South Clinton St. London, 149 Queen Victoria St. Canadian Factory, Wells Brothers Company of Canada, Ltd.





The Mo. 1 Fire Pot. List Price Each \$13.60. Discount.....

# The No. 1 Fire Pot

has stood the test of time and is to-day the most widely used combination Fire Pot on the market, because it is the best general utility Fire Pot ever made. The tank is made of heavy gauge seamless drawn steel with bottom and fittings welded in, making it extra strong and durable and fitted with large funnel, with dust proof cap and patented cushion protection band. The burner is swiveled, giving the operator perfect control of his fire. Jobbers supply at factory price. Send for Catalog—it's free.

CLAYTON & LAMBERT MFG. CO. Detroit, Mich., U. S. A.

# DID YOUR WATER SYSTEM EVER FAIL? "YES"—

ALL DUE TO THE TANK, OF COURSE



Avoid this in future by installing only the best made

### Scaife Copper Brazed Tanks.

Made Expressly for this service, they Never Leak
Please Write

### WM. B. SCAIFE AND SONS CO.

(Founded 1802)

FIRST NATIONAL BANK BLDG.
Pittsburgh, Pa.

New York Office, 26 Cortland Street

# BILLY SUNDAY ON FATHERS AND MOTHERS

God, said Billy, was mighty particular about mothers. 'Most any old stick would do for a father, but mothers had to be fine, seasoned timber, not "poodle fondlers and bran mash drinkers."

"I'm old-fashioned enough to believe that there aren't enough devils in hell to pull a boy out of the arms of a Christian mother. If every cradle could be rocked by a Christian mother those hell holes of saloons would close tomorrow.

"Sometimes a boy would be better off if his daddy died before he was born. It's enough to make a mother despair when she tries to train her child not to swear, and then the father comes home cursing; when she tells him not to smoke, and the father sits around smoking.

"The Roman Catholic Church says, 'Give us the child until it is ten and we don't care who has it afterward.' That church isn't losing any sleep over the loss of adult members, because it has instructed the children."

Not all mothers did their full duty, though, Billy admitted. He thought he could give some of them valuable advice, particularly on the subjects of tango lizards and bullet-headed, spider-legged dudes. If such ventured in the vicinity of his daughter, the evangelist asserted that he would "get a forty-gallon squirt gun, load it up with rough on rats and buttermilk and drown the wretch."

Then there were those whose sins were the sins of commission rather than of omission. Such were the delicatessen mothers, who spent the day looking into shop windows, at the movies or dandling a little dog, and rushed home when the six o'clock whistle blew to telephone for potato chips and sliced ham.

There was also the nagging mother, the illtempered mother and the saddest mother. The last, Billy explained, always wore a velvet hat in August because it would be the style in October. That brought applause, and Billy exclaimed:,

"I see I'm hitting you where you live."

### Tells of Other Mothers.

Then he went on to ticket the drunken mother, the irreligious mother and the discontented mother.

"Fathers get blue, get discouraged, commit suicide. But mothers put up the bravest battle in the world, even if they manicure their fingers over the washboard to be ready when the landlord punches the door bell on the first of the month.

"The mother's work is above all else. To find the throne of greatness don't go toward the White House, the bank, but toward the cradle. Being a king or an emperor is small business compared to being a mother. To plant a thought, to build a character, is better than building a skyscraper. God has plans for your child as well as for Moses.

"I like to think some of the great songs we shall love in heaven will be the mother songs of this world. The great singers are worth while, like Calve, Patti, Tetrazzini and Farrar, but you have never heard music unless you have heard a mother sing to a sick child when she didn't know whether that child was going to get well or soon flutter out of her arms in death.

"Hell mourned when mother love first flamed up in a woman's heart, and the darkest fact in hell is that there is no mother's love there—all is black, endless, bitter hate."

### ANNOUNCEMENT AWARD OF THE NELSON PRIZES IN PLUMBING

On August 1, 1916, through the courtesy of the Cast Iron Soil Pipe Makers' Advertising Association three prizes known as "The Nelson Prizes in Plumbing" were offered for the best papers on subjects having to do with the theory or practice of plumbing. The committee in charge consisted of George C. Whipple, Professor of Sanitary Engineering, Harvard University, Cambridge, Mass., Dwight Porter, Professor of Hydraulic and Sanitary Engineering, Massachusetts Institute of Technology, Cambridge, Mass., Gifford LeClear of Densmore & LeClear, Engineers and Architects, Boston. Mass., and Harry Y. Carson of the Central Foundry Co., New York City.

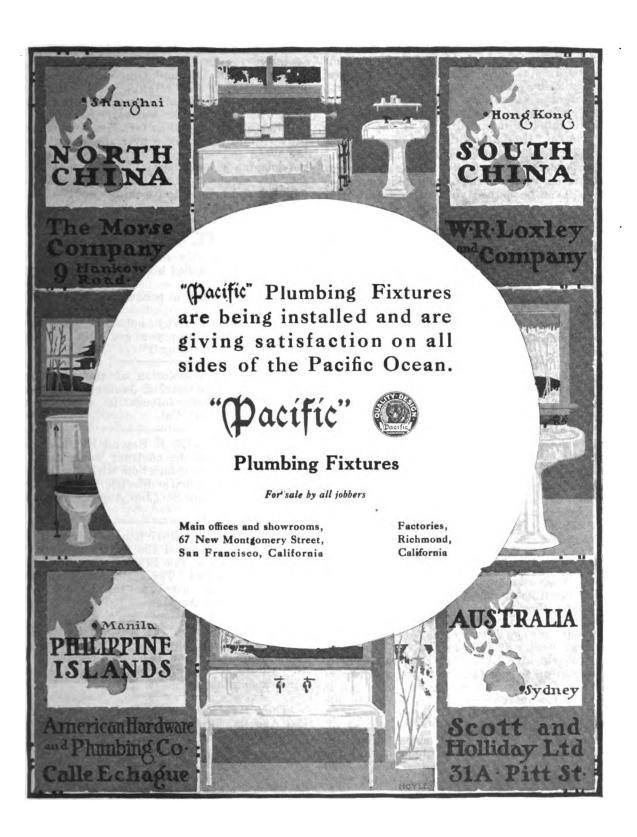
On behalf of the committee the chairman announces the following winners of the prizes: First prize \$100 awarded to Thomas J. Claffy, Assistant Chief Sanitary Inspector, Health Department, Chicago, Ill., for a paper entitled "Plumbing." Second prize \$50 awarded to James W. Anderson, student graduating in the class of 1917 from the Massachusetts Institute of Technology, Cambridge, Mass., for a paper entitled "A Study of the different types of Pipes used in the Disposal of Rain Water from Buildings." Third prize \$50 awarded to Walter G. Ward, Instructor, North Dakota Agricultural College, Agricultural College, N. D., for a paper entitled "Water Closet Connections."

There never wuz a rich man too stingy t' give free advice t' th' poor.—Josh Wise.

J. B. Wellman has purchased the hardware stock of C. O. Evans at Compton, Cal. He is adding to his stock, and will carry a full line of hardware and plumbing supplies. Mr. Wellman himself is a practical plumber.

Bushlight and Hastorf, Portland, Oregon, have secured the contract for heating the north wing of the receiving ward of the Oregon State Hospital for the insane at Salem, Oregon, the contract price being \$2107.





### MEN CAN'T BE GEARED UP—UN-LESS THEY ARE CHEERED UP

I used to know a man who was a genius at taking the heart out of those who worked under him. He was the original kill-joy-a paragon of pessimism. He would roll over on anyone who showed enthusiasm and flatten him out until he looked like a punctured toy balloon. I don't think he intended to do all the damage he wrought. He simply did not know any better.

His specialty was criticism. The minute you approached him with a suggestion he got out his instruments and amputated your new idea. Then he bathed you with an antiseptic wash of gloomy words calculated to render you immune to the development of any fresh outpouring of inspiration. If someone did a good job in the office, this man, who happened to be the boss, would come around and cheer him up by telling him how it could have been done better.

He never even admitted that a good job had been done at all, but immediately set about to point out imperfections in the work. In his line, which was criticising, he held the world's championship. If he had been present at the creation of the earth, which is said to have been put over quite cleverly in record time, he would have hinted that the thing could easily have been done in five days instead of sixand possibly by Friday noon, or in four and a half days, if certain precautions had been taken and if the work had been more efficiently laid out with a view to speed.

The man about whom I write this heartfelt tribute is dead. While he lived he was about as popular as the hives. Nobody derived any benefit from him. But when he passed away he left behind him (in other minds) a thought.

If you have people working for you, one way to encourage them to do more and better work is occasionally to pick out instances where they have shown signs of ability, and commend them. Any worker, particularly a young worker, is likely to be unable to discriminate always between his good work and his poor work. If you are his boss it is up to you to help him distinguish between the two. It is also up to you to take the young man in hand and explain to him why the good job is good and why the poor job is poor. In the first instance he will be hearing something pleasant and inspiring, and in the second instance he will be in a better mood to listen to You can also depend upon it that the man who is intelligently praised for a good piece of work will try to duplicate that work so that he may earn more praise.

These gloom boys—like the one I have characterized above-keep an office so dark with their doubts that nobody can see where

to go.

### WELL KNOWN PLUMBING REP-RESENTATIVE WEDDED

Mr. Frank, who is the northwestern representative for the Pacific Sanitary Mfg. Co., headquarters in Portland, Oregon, was recently wedded. One of the "World's" representatives met him in Pendleton, Oregon, on his return from Chicago where he was married.

Even in her trip thus far, Mrs. Frank had grown quite enthusiastic over the beauties of the West, and our representative says he could not imagine a more happy looking couple. In fact his comments were that they were the happiest and handsomest looking couple he had seen for a long time.

### IT SAID SO

One day recently an elderly farmer drove into town and hitched his team to a telegraph

post.

"Here!" yelled a policeman, "you can't hitch there!"

Why not!" shouted the "Can't hitch! Why not?" shouted the farmer. "Why have you got that sign up then, 'Fine for hitching'?'

Petition for dissolution of the plumbing partnership of McGuire & Jennings has been filed. Mr. McGuire intends to continue in business in Oxnard, Cal.

Lehman Bros., 105 E. Second St., Los Angeles, has secured the contract covering the plumbing work in connection with the reconstruction of the Pacific Electric Railway Depot at 6th and Main Sts., Los Angeles, amounting to \$5673.

W. P. McArthur, 4647 Kingswell St., Glendale, Cal., has secured the contract covering the plumbing in the Elks' Lodge building, amounting to \$3784. The heating and ventilating work was awarded to the Cass Smurr Damerel Co., Los Angeles.

Crowell & Sutton, 744 So. San Pedro St., Los Angeles, Cal., have the contract covering the plumbing for the two-story residence of Mr. Allison at Verdugo Heights near Los Angeles, amounting to \$5028.

Thos. Haverty Co., 517 S. Los Angeles St., Los Angeles, have been awarded the contract for the plumbing for the 3-story reinforced concrete store building on W. Seventh St. for Lee Phillips, amounting to \$11,971.

W. A. Julian, Tucson, Arizona, has been awarded the contract for the plumbing and steam heating in the five-story and basement concrete addition to the Santa Rita Hotel, for \$20,000.



#### CALIFORNIA MASTER PLUMB-ERS HOLD A HELPFUL CONVENTION

The annual meeting of Master Plumbers' Association of California which was held in San Diego was largely attended and the results accomplished will prove interesting and beneficial to the plumbers throughout the state.

The California Association is one of the pioneers in the constructive work for the craft. Perhaps one of the reasons for the good accomplished by the Association in its history has been due to the work of that pioneer Secretary, John L. E. Firmin.

Mr. Firmin has always at heart the interest of the Association and the welfare of its members, and the sixteenth Convention at San Diego was a demonstration of his efforts.

President John Hokom in his report, emphasized the importance of more attention being paid to education as applied to business.

Ira Byrnes of Los Angeles addressed the Convention, urging the plumbers to set a standard price for work and require the payment of one-half price when one-half the work was completed, and the remainder to be paid when the work was finished.

T. J. Marshall gave an interesting address on the subject of "Price against Quality," showing the fallacy of sacrificing quality to meet competition.

We shall refer to these addresses in subsequent issues.

Election of officers resulted in Fred A. Heilbron of San Diego being elected President.

Other officers being as follows: Barnard A. Newman of Fresno, Vice-President; Frederick A. Wilson, Los Angeles, Treasurer; John L. E. Firmin, San Francisco, Secretary; Vincent W. Guercio, Los Angeles, Assistant Secretary; Executive Board Members: John Hokom, Los Angeles; Alexander Coleman; San Francisco; W. Herbert Graham, Oakland; Edgar R. Wright, Los Angeles, Cal.

Thomas W. Alton has disposed of his plumbing business at San Mateo, California, to Peter J. Severn, formerly of Vallejo.

L. C. Henrichsen recently moved his plumbing shop and sales room to a new location at 406 Main street, Vancouver, Wash. He reports that he is doing an excellent business.

The Mabie-Lowery Hardware Co., Roswell, New Mexico, has been awarded the contract for the plumbing of the new school building which is being erected in their city. The heating contract was let to the Boswell Hardware Co. of the same city.

Spinetti Bros., who have been engaged in the plumbing business at Jackson, Cal., have purchased the hardware stock of the Weller Hardware Co.. which they have consolidated with their own. Mr. Spinetti will look after the hardware department.

### STOP GUESSING

### YOU LOSE MONEY WHEN YOU DON'T KNOW

There is no excuse for not knowing, when we can give you the information up to date on market prices, both wholesale and retail. We are prepared to furnish you approximate wholesale cost, as well as retail prices, at which most lines are being sold. We can refer you to many retail merchants and plumbers, who find our system and price bureau a big help to them.

Write for full information.

#### CURRENT PRICE BUREAU 322 Merchants Trust Building

LOS ANGELES, CAL.



The C. & L. No. 32 Torch
will work anywhere, and keep up perfect generation, and that's why it is so popular with all mechanics. The burner is made of the best generator metal, by expert labor skilled in the line. The tank is made of heavy gauge seamless drawn tank is made of heavy gauge seamless drawn brass, reinforced, making it extra strong and durable, and will outlast several ordinary make. Carefully tested and inspected before shipping. Try it and you will be pleased and satisfied. Jobbers will supply at factory price. Send for Catalog—it's free. Clayton & Lambert Mfg. Co., Detroit, Mich., U.S.A.



### IRON CEMENT No. 5

For making hub joints on cast iron soil pipes, gas and water mains.

EASY TO APPLY

Difficult joints quickly and easily made

SMOOTH-ON MFG. CO.

Jersey City, N. J.

For Sale by Supply Houses

Sold in 1, 5, 10 and 25-lb. tins.

### HEATING ONE RANGE BOILER WITH TWO STOVES

Editor Questions and Answers:—I very much enjoy looking over the "HARDWARE WORLD" and get a great deal of valuable and practical information that can be adapted to even a "varied" business concern such as ours.

Now as you request our queries and problems am herewith enclosing sketches of a proposed extension of a plumbing job for your consideration.

The proposition is to heat one range boiler with two stoves. The boiler is located in the kitchen near range, being now heated by water coil in said range.

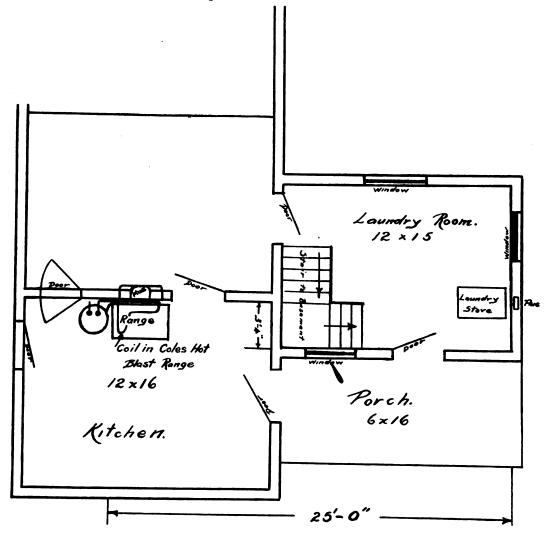
During the warm weather the range is used in the early morning only and the necessary additional cooking is done on the laundry stove in order to eliminate as much heat as possible in the kitchen. When this is done the hot water supply is also eliminated. Now in order to overcome this difficulty we propose to connect up the system to the laundry stove as per sketch and want to know if same is practical.

The extreme distance from boiler to laundry stove is twenty-five feet. We have city water, the pressure being 80 to 90 pounds.

On laundry days both kitchen range and laundry stove will be in operation at the same time. Will the system become airbound? Will the water circulate through laundry stove in cold weather and prevent freezing? (It is necessary during cold weather to drain present water supply to laundry room.) Will the proposed system work when either stove is being operated, without valves in the line?

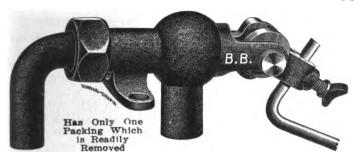
Problem number two. When this additional plumbing is installed will it be practical to place a radiator up stairs in the bath room, which is located not directly above range boiler but nearly so, being above room that adjoins kitchen, and warm bath room with circulation from range boiler?

The bath room is 8x10 with 7-6 inch ceiling, with small outside window of  $7\frac{1}{2}$  square feet of surface.



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### YOU GET THE SIMPLEST AND BEST B. B. HIGH PRESSURE BALL COCK EVER MADE Of A YOU SPECIFY B. B. HIGH PRESSURE BALL COCK

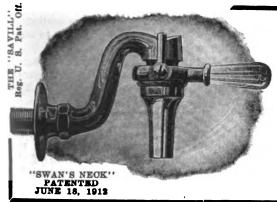


They can be had for top supply, bottom supply, end supply, bottom supply low down and high low down, with either rough or nickel plated nuts and tails, also that the tail piece can be had for lead pipe or threaded with any thread desired.

All sizes up to and including 4-inch carried in stock.

No Special Packing Bequired. Ground Joint Coupling, which is always tight. No hammering. Renewable Seat of Steam Metal. No Singing or Whistling. Boller Bearing Lever on Cam, Beducing friction to lowest amount.

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ONLY faucet with all operating parts within basin.

If hands are soiled or holding something, faucet can be opened or closed just as easily with a finger, the wrist or arm.

Opens to full stream and shuts off in fraction of a minute.

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Send for Booklet

Made in S. O. T. See A.5 Catalog.

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# Trimo Tools

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"Honor Awarded Means Merit Rewarded"

Kindly give size of pipe required on both jobs and also size of radiator.

Thanking you for your early consideration of these problems, we are, PEOPLES CO-OP. INST.

Answer:—Regarding size of radiator have it contain twenty square feet and use half inch pipe for connecting radiator. It will be necessary to put a return pipe on radiator (same size pipe for return). Also air valve (shown by figure 2).

Connect return as shown by dotted line. Should advise gate valves at points "4" and "3" to cut off the laundry in cold weather and a draw-off at a point where it would drain the

pipes, say "Z."

The air in the system would go to highest point—which is the radiator—and could be released from the air valve.

Use three-quarter inch pipe for all except radiator. When both stoves are in operation should the water become too hot, draw off a sufficient quantity to reduce the heat.

You are either for the United States and her allies in this present war or you are decidedly against her. There is no middle ground.

Jack Grossman, a plumber at Casa Grande, Arizona, has been doing a good business and expects to keep busy throughout the season.

### MANUAL OF INSTRUCTIONS ANI INFORMATION

The Greenfield Tap & Die Corporation Greenfield, Mass., have recently printed a man ual containing instructions and information to the employees of the corporation.

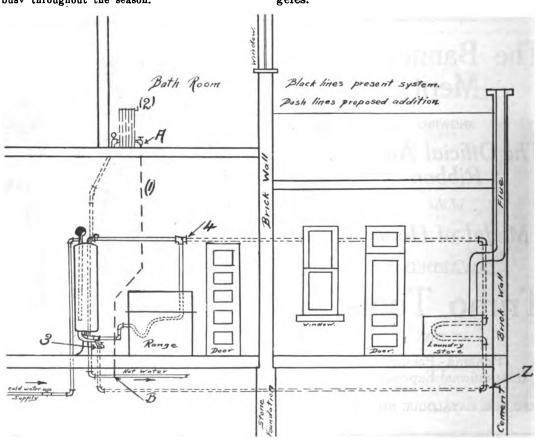
Such manuals are valuable to employees a it avoids possibility of misunderstanding or misinformation.

The corporation takes an active interest in the housing of its employees, and for that pur pose maintains various facilities designed to keep their employment pleasant.

A dining room service is maintained, a home is maintained for the use of the female employees, benefit associations, libraries, educational classes. Many suggestions are embodied in the booklet, which makes it of value to each one connected with the institution.

Social and athletic interests are encouraged also amusement, benefit socials, orchestras etc., and altogether it shows the spirit back of the institution.

The Haverty Co., 517 South Los Angeles St., Los Angeles, Cal., has been awarded the contract for \$23,000 for the installation of the plumbing and heating in the power house being erected at Seventh and Olive Sts., Los Angeles.







In writing the

company address

Department HW.

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Tools bearing the name of the Armstrong Mfg. Co. are superior made tools. Perfect in construction, accurate and dependable.

The name of Armstrong has ever stood for the best in service, quality and workmanship.

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Send for our catalog of Genuine Armstrong Stocks and Dies, Water, Gas and Steam Fitters' Tools and Pipe Threading Machines.

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GASOLINE BLOW TORCH

Highest Grade Torch made. Lowest price consistent with Quality.



Pint No. 48 Auto Torch



Pint No. 38

THE OPTIMUS MANUFACTURING COMPANY

Henry W. Peabody & Co., Agents

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Factory: Camden, N. J.

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#### Radiator Connections.

Editor Questions and Answers:—I have somewhere seen the words "top and bottom connection," as applied to the heating of radiators, and wish that you would, in your questions and answers, enlighten me as to their proper measuring.

WILLIAM MANNING.

The words to which you refer are used to describe a certain manner of connecting hot water and vapor heating as applied to the way the radiators are "hooked up." In either case the supply pipe is connected to the top of the radiator and the return pipe to the bottom. In hot water heating both the supply and the return pipe may be connected at the same end of the radiator.

In vapor heating the return pipe is generally connected to the end of the radiator opposite the supply though in either instance this practice may be different—or rather reversed as applied to the return pipe only, connecting both supply and return to the same side of the radiator permits a better paring of the pipes and does away with placing pipes under the floor.

### Use of Steam Radiators for Hot Water.

Editor Questions and Answers:—I have a job of heating that I would like to have put in a tenant house and have several steam radiators. Now as I want this job to be a hot water job I wish to know if the steam radiators will do as well as the regular hot water radiators? Would it pay to spend the money to buy new hot water radiation when I have these steam radiators that can be used.

E. W. GLOVET.

We would say that it depended upon the amount of heat desired and also the temper of the tenant of your house that rents.

The steam radiators, used as hot water radiators, will heat all right enough, but they will not heat so hot as the regular hot water radiators and you will have to use larger steam radiators to get the same heating results. Better consider those points carefully and have some perfectly competent man estimate the job carefully.

### Scarcity of Gas Fitters.

Editor Questions and Answers:—Not long ago I had occasion to have some gas piping done and was surprised at the difficulty I

found in finding a competent gas fitter to do the work. Can you tell the reason?

ED. JONES.

Several years ago gas fitting used to be a separate trade and though not so very numerous, gas fitters in the various large centers were quite numerous and union men carried separate cards. The plumbing and heating shops all seemed to neglect this quite important branch of industry and as a result the large gas companies had to find men to do the work and so have gradually almost completely ab sorbed the business.

As these companies do not pay nearly so high wages, the regular gas fitters have mostly drifted into some other line of occupation and hence but few regular "died in the wool" gas fitters are to be found anywhere today.

When the ordinary shop gets a gas job some plumber or fitter generally does the work

Sizes of Waste Pipes.

Editor Questions and Answers:—Will you be kind enough to tell me the proper sizes of waste pipes for sinks, basins and bath tubs Also is it desirable to always use lead pipe for this purpose?

P. J. WELSH.

In many states and cities it is permitted to use iron pipes for the waste to various plumbing fixtures. In some places lead is used of account of the detrimental action of the wate on iron pipe.

The size of waste pipe generally recommended for bath tubs is inch and a half or twinch. For the lavatory inch and a quarter tinch and one-half sized pipe is used. For th sink, although inch and a quarter is used mantimes, we believe that inch and a half is bette as the kitchen sink very frequently become little better than a garbage can and stops up more frequently (in the trap) than any othe fixture in modern plumbing.

Caulking Soil Pipe Joints.

Editor Questions and Answers:—In testing out a recent plumbing job the joints of the soil pipe nearly all leaked quite badly. Assuming that part of same was carelessness on the journeyman's part, what advice would you give as to the rest?

JOHN KING.

We would suggest making the joint at on pouring of the lead. Sometimes plumbers thin that they secure better results by making two pourings per joint; but this is a mistaken ide



# It's a Well Known Fact---

that BEATON & CORBIN Plates mean the newest and best in the world of plates. No. 10 is our newest model. For floor and ceiling. Made in cold rolled steel and brass, also nickel plated. Pipe gripping spring a new and clever device. Sizes % to 4 in. Accept only the genuine.

Plates carried by the leading plumbing and supply jobbers.

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The Beaton & Corbin Mfg. Co.
Southington, Conn.

Pacific Coast Representative W. E. GILCHRIST



A GOOD UNDERSTANDING is what makes the **MARTIN** Pertable Vise Stand and Pipe Bender stand without hitching. Legs are quickly detachable. Light and easy to carry. Bender has a capacity of % to % inch pipe.



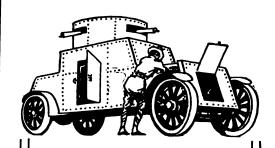
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Patented Jan. 36,

We want you to try the MARTIN for 10 days at our risk. Send it back if you don't like it.

Write now.

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# With Our Boys At the Front

The "tank" and the armored car form the "flying wedge" of modern werfare. In the forefront of battle where loss of time means disaster

### The Crescent Wrench

is daily proving its in dispensibility. The Crescent easily makes adjustments which are a problem or impossible with the ordinary wrench. The Crescent is built to withstand the hardest

Crescent Tool Co.
Jamestown, N. Y.



—it will be found if such a joint is pulled apart that the lead (two pourings) has not united or rather that there are two separate rings of lead.

In caulking a lead joint it will be found that leaks will be less frequent if said joint is double caulked. By this we mean that said joint should be caulked on the inside and outside rim of said joint. This gives better results than just caulking the joint merely in the middle all around.

Also the joint should not be caulked while the lead is hot. If this is done the lead will shrink and the chances are will leak even though it be well caulked while hot.

### Material for Chimney.

Editor Questions and Answers: — Having read your most excellent magazine for five years I wish to ask a question. Am going to build a home this season and wish to ask about the chimney. Do you recommend a round or square flue for boiler and what is the best material to use? Trusting to see an answer soon, C. J. BILLINGS.

We should recommend a round flue for the heater. Not long since we observed a flue that had been in use each season for 35 years. This flue was made of eight inch iron sewer pipe and was to all appearances nearly as sound as the day it was erected. The iron was perfectly sound and the owner stated that there had never been any difficulty. We should advise you to make the flue one size larger, in diameter, than the size of the smoke outlet of your boiler. The sections should be joined together with good Portland cement and have last section some three feet higher than the roof.

### Threads Tear in Using Dies.

Editor Questions and Answers:—I bought a new set of dies recommended very highly and have tried every way to get them to work right, but nothing seems to avail. Do not wish to return them until I hear from you and I would be glad of any suggestions you might offer.

A. J. DAY.

If you have tried many adjustments and all the things you can think of, we suggest that you get some real and regular lard oil and give it a trial with said dies. We have known of many cases where entirely reputable dies were condemned simply because a poor quality of oil was used. Certainly makers of dies can not afford to quarantee their goods and ship out dies that will not do the work and in your case and others we believe that the main trouble simply rests in the lubricant used. If our suggestion don't prove the key, write to the company and explain to them your difficulty.

### Poor Fitting Practice.

Editor Questions and Answers:—In our city there is a hotel of about 40 rooms heated by a vapor system. Last season it was almost impossible to heat all the rooms. The boiler has 4 steam openings in top which are connected by 4 4-inch pipes into a header of 4-inch pipe off which a 4-inch steam main furnishes the vapor for the radiation. Please send suggestions.

WELCH & COMPANY.

We believe that the chief difficulty lies with the size of the header. According to our idea of the job from what you have written the boiler may be all right and also the piping, but you do not have steam dome volume enough to furnish a sufficient quantity of vajor to heat the job easily on an economical quantity of fuel. We would suggest tearing out the 4-inch header and substituting one made of at least eight inch pipe. To our notion you would then have enough dome capacity and the job would work right.

### Coal Mighty Expensive—Try Oil.

Editor Questions and Answers:—Last season our coal bill for heating an eight room house with the use of coal in our steam heating plant was nearly one hundred dollars (\$100.00). Now. it seems to me that such a sum is excessive and if you can give any suggestions that would serve to reduce these figures, I would be very glad to know before next season starts in.

J. E. BUELL.

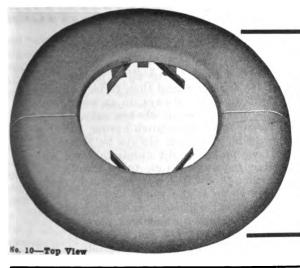
It might be that your heating plant is not rightly balanced—too much radiation for the boiler—or too little radiation and consequently job has to be fired too strong. However, if you have a good job we would suggest that you write us for the names of certain manufacturers of oil burners that can be used in small heating plants. These burners are not excessive in cost and are claimed to run at a less cost than the burning of coal and can be installed by any competent steam fitter. These burners do away with all trouble of ashes and can be turned on or off instantly.

### Steam Job Clogs with Water.

Editor Questions and Answers:—We put in a small steam heating plant for a certain party and job does not heat right. The radiators fill with water every time a pound of steam is raised. The cellar is shallow and not much fall for the steam mains. Can you suggest an effective remedy.

HARDWARE COMPANY.

Possibly you have reduced the size of the main steam opening at boiler's outlet too much. The first piece of pipe (reset out of top of boiler) should be the same size as the opening in boiler. The best way is to connect, two openings on top of boiler, to the steam main. Most house boilers have two or more supply steam openings on top. Again, the main may be too small for the amount of radiation to be heated. One way of stopping "flooded" mains is to put what is called an



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Our No. 10 Floor and Ceiling Plate the best universally used. It is the most satisfactory, most reliable plate made. All we ask is that you try it once—then compare it to any other plate you've used. We're sure you'll agree with us that this No. 10 is the winner.

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No. 50 furnace, 1 gallon
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for all of the manufacturers of furnaces and torches. Are you receiving perfect satisfaction from the make you are using nowf If so, did it ever come to you that there might be a make on the

market which would give you better results? Think it over.

If you want the best results, insist on the "Always Reliable" furnaces and torches. Patents cover the many improvements which are fitted to this make. TRY SOME AND CONVINCE YOURSELF OF THE QUALITY. Your jobber will supply at factory prices. Catalog free on request.

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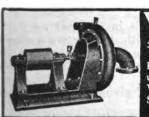
Which command repeat orders for you.



Sizes ½" to 2½" inclusive. Both bent and straight Hose Spout.

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PUMPS FOR EVERY SERVICE AND USE
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nd for our large No. 36 Catalogue Mailed Free. GASOLI

GASOLINE ENGINES

Inquire of your Local Dealer for full particulars.

"equalizer" on the boiler. An "equalizer" consists of a pipe at least two inches in diameter connecting the steam dome with the bottom of the boiler just above the ash pit. In some cases the steam main at boiler point outlet may be used for top connection of said "equalizer." If these suggestions don't meet the case, send us a drawing.

Of course, your advertising, your plans, your personal influence, and your forceful salesmanship, can't make a man buy. It's like the nigger who said that "Uncle Sam cain't make me fight." The other coon replied, "No, Uncle Sam cain't make you fight, but he kin git ye, an' take ye where de fightin's at, an' let you use your own judgment." And that's what you can do with your prospects.

The only reason for doing the same thing the same way time after time, is because we either have not or cannot find a better way to do it.

### LOOK PLEASANT

We cannot, of course, all be handsome, And it's hard for us all to be good; We are sure now and then to be lonesome, And we don't always do as we should. To be patient is not always easy,

To be cheerful is much harder still, But at least we can always be pleasant, If we make up our minds that we will.

And it pays every time to be kindly,
Although we feel worried and blue;
If you smile at the world and look cheerful,

The world will soon smile back at you.
So try to brace up and look pleasant,
No matter how low you are down;

Good humor is always contagious, But you banish your friends when you frown.

Keep plugging for business. Don't dissipate your energies thinking about your competitor and his methods. See that your own methods are right, and you will get the trade.

# "Where the West Begins"

We don't blame the author who wrote this parody on "Where the West Begins" for concealing his identity. One thing is evident and that is the author has never been West. As a matter of fact, we don't know any part of the country where his words would apply, but we are publishing it just to show to what depths of depravity "poetry" may lead in the committing of such a great "crime."

### Where the West Begins. (By a Pessimist.)

Out where the graft is a little stronger, Out where the price is a little longer, That's where the West begins.

Out where cigars are a little bummer, Out where the booze puts one on the hummer, Out where the grub makes you wish for mommer,

That's where the West begins.

Out where the d----d dust stops your breathing,

Out where the heat waves are ever seething, That's where the West begins.

Out where the mud is a little deeper, Out where the hills are a little steeper, Out where life's held a little cheaper, That's where the West begins.

Out where the world is a little bluer, Out where the friends are a little fewer, That's where the West begins.

Out where the rain is a little wetter, Out where your soul seems in a fetter, Out where conditions are slow to better, That's where the West begins.

### Where the West Begins. (The True Story.)

Out where the handclasp's a little stronger,
Out where a smile dwells a little longer,
That's where the West begins.
Out where the sun is a little brighter,
Where the snows that fall are a trifle whiter,
Where the bonds of home are a wee bit tighter,
That's where the West begins.

Out where the skies are a trifle bluer,
Out where friendship's a little truer,
That's where the West begins.
Out where a fresher breeze is blowing,
Where there's laughter in every streamlet
flowing,
Where there's morre of reaping and less of

sowing— That's where the West begins.

Out where the world is in the making,
Where fewer hearts with despair are aching—
That's where the West begins.
Where there's more of singing and less of sighing.

Where there's more of giving and less of buying—

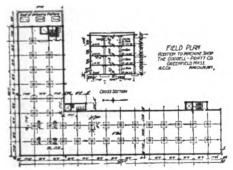
And a man makes friends without half trying— That's where the West begins.



The capable merchant can make more out of his time by devoting it to constructive thinking, rather than to do the kind of work he can hire done at laborer's wages.

Gentieu & Gear, who have for several years owned and conducted the principal plumbing and sheet metal shop in Imperial, California, have sold their stock, and leased their building, to Parsons and Reber. Mr. Parsons is a first-class sheet metal man, who has worked in several of the best shops "around the kite," Mr. Reber, whose front name is Amel, is known to the trade, as having conducted a shop at Redondo, and to those who know his brothers, Charles and Ed., of San Bernardino, it goes without remark, that he is a real plumber. Mr. Gear, of the retiring firm, is to give his attention to a gold prospect near Mecca, and George Gentieu, is of French extraction, and don't care who finds it out, and just cannot resist the call to war, and has enlisted with the artillery company formed in Imperial Valley.

### LARGE ADDITION TO GREEN-FIELD, MASS., PLANT



The new addition to the machine shop which is being erected for the Goodell-Pratt Company by the Aberthaw Construction Co. of Boston, is nearing completion.

The new building will be four stories in height, and of reinforced concrete construction throughout. It is to be 58 by 260 ft., with a four-story ell 58 by 110 ft. This will increase the floor area of this growing concern by about 86,072 sq. ft.

As shown in the accompanying sketch columns of mushroom type, 24 in. in diameter are used for the basement, those 22 in. in diameter for the first and second floors and 16-in. columns for the third and top\_floors.

It is estimated that the total cost of the building will approximate \$135,000. J. B. Worcester & Co., Boston and Waltham, Mass., are the architects.

### No. 204 Turner Torch



A strictly high grade torch sold under the maker's guarantee. If you want the best torehes on the market for your work use the

No. 204, Quart Size, Each, \$7.60 List Ask for Catalog No. 4.

THE TURNER BRASS WORKS, Sycamore, III., U. S. A.

### When Better Pipe Dies are Made They will be Made in the Nye Shop



In the Nye Snop

I don't know any
other business but die
making. It is a side
line with a lot of people, but with me it is
the whole thing.

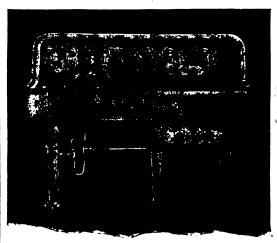
Every bit of pep,
every bit of money I
have is concentrated
right in this one little
line, and I have won
with it and you will
win with it, iff you sell
Nye Dies, or use them
in your work.

I could not afford to
spend the money I do,
advertising my dies if
they were not worth all
I ask for them, and then
some. Do I get that
order?



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The banker saw that Mr. Curry knows what is happening in his business. He knows his costs. He knows when and how to buy. He carries only quick-selling lines. He knows how to figure profits and how to speed up his turnover. He knows today's facts today. With such facts he guides his business and determines his business policies.

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-Says Mr. Curry

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The Business Record System prepared by the Associated Advertising Clubs for Hardware Stores is composed of four simple records that require only a few entries a day. It is just the thing for the merchant who hasn't a great deal of time to devote to bookkeeping details.

Write us today and say, "Send me more information," and we will put you in touch with the originators of the Business Record System.



#### ADDRESS NEAREST OFFICE:

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> 507 Pioneer Bldg. Seattle, Wash.

730 Eleventh Ave. Helena, Mont. Phelan Building San Francisco

415 Exchange Bldg. Los Angeles, Cal. 388 Taylor St., Cor. Tenth Portland, Ore.

> 211-215 Scott Bldg., Salt Lake City, Utah

220-225 Pacific Bldg., Vancouver B. C., Canada

### NEW YORK WHOLESALE CUR-RENT PRICES

(Prices are revised up to the time of going to press, but are subject to change without notice.)

Vegetable Oils. 

White lead, basic carbonate, American dry, lb. 1
White lead in oil (100-lb. pkgs. or over), 11%c.
White lead, English, in oil, 12c.
White lead, basic sulphate, 9%c.
Litharge, American, powdered, 11c.
Litharge, English glassmakers, 10c.
Red lead, American, 11%c.
Red lead in oil, 11%c.

Dry Colors.

Greens, Common, 8@10c. Reds, Venetian red, 2%@4c. Reds, Oxide red, 4%@15c. Rosin, \$6.40@6.50.

Window Glass.

		_		· mao · · · ·			
Unite		rac	ket		S	ingle	
inches	ì	size	25	AA	A	ъ	O
25	6x8	to	10x15	\$35.00	8 80.00	\$ 28.50	<b>28.00</b>
34	11x14)		14x29	86.50	81.00	80.00	29.00
-	12x13		14200	00.00	01.00	00.00	20.00
40	10x26	to	16x24	89.00	88.00	81.00	80.00
50						84.00	
30	18x22)		20x30	42.50	87.00	84.00	• • • • •
	20x20)						
54	15x36	to		44.00	88.00	85.00	• • • • •
60	26x28	to	24x86	45.00	40.00	86.00	
	26x34)						
70	28x32)	to	30x40	48.00	48.50	89.00	
	30x30)	)					
80	32x38)	to	30x50	54.00	49.50	48.50	
	34x36)						
84	30x52	to	30x54	57.00	52.50	47.00	
180	40x86	to					
25	6x8	to			46.60	40.50	88.50
34	11x14)			• • • • •	50.00	44.50	42.00
34			14120	• • • • •	30.00	44.50	42.00
40	12x13)		16x24		55.00	48.50	44.50
	10x26	to		• • • • •			
50	18x22)		20x30	· · · · ·	61.00	54.50	51.00
	20x20						
54	15x36	to			62.50	56.00	52.00
60	26x28	to	24x36		64.00	<b>57.00</b>	52.50
	20x34						
70	28x32)		30x40		68.00	61.00	56.00
	30x30)	)					
80	32x38	to	30x50		78.00	66.50	60.50
	34x36						
84	30x52	to	30x54		74.50	68.00	62.00
90	80x56	to	34x56		78.50	72.00	66.50
94	34x58	to	84x60		88.50	72.00	66.50
100	36x60	to			93.00	85.00	80.00
105	40x62	to			194.50	178.50	163.00
110	40x66	to			216.00	200.00	186.50
115	40x72		40x74		242.50	221.00	208.00
Unite		rac				ouble	200.00
inche		Biz			AA	A	В
120	40x76				\$285.00	\$258.50	\$245.00
125			40x80 40x84	• • • •	812.00	285.50	272.00
				• • • • •			
130	40x86			• • • • • • •	889.00	812.50	299.00
A	n add	1110	ากลเ 1()	ner cent	will he	charged	for all

An additional 10 per cent will be charged for all glass more than 40 inches wide. All sizes over 52 inches in length, and not making more than 81 united inches, will be charged in the 84 united inches bracket. All glass 54 inches wide or wider, not making more than 116 united inches, will be charged in the 120

united inches bracket. All fractional sizes not listed take the list of next larger listed size plus 10 per cent. On the first three brackets of A quality, single strength, discounts are 88 per cent. On first three brackets B quality, discounts are 90 per cent. On other sizes discounts are 87 per cent. On double strength discounts are 88 per cent,

on A quality, and 89 per cent on B quality.

### PACIFIC COAST PRICES

#### Linseed Oil.

(Basis 7½ lbs. per gallon.)
Strictly Pure Raw Linseed Oil in bbls., \$1.41 per gal.
Strictly Pure Raw Linseed Oil in cases, \$1.48 per gal. Strictly Pure Boiled Linseed Oil in bbls., \$1.43 per gal. Strictly Pure Bouled Linseed Oil, cases, \$1.50 per gal. 5 bbl. lots, 1c less.

Note—Owing to increased cost of packages the advance in cases will be 7c per gallon over bbls. instead of 5c as heretofore.

> Turpentine. (Basis 7 lbs. per gallon.)

Strictly Pure in tanks..................65c per gal. 10 case lots 1c less.

Pioneer White Lead. (Strictly Pure, in Wood or Steel Kegs.) 

 1 ton lots at one purchase
 13%c

 500 lbs. and less than 1 ton
 14c

 Less than 500 lbs. ..... ......14¼c 25-lb. or 50-lb. kegs-Net weight, 1/4c higher than

above price. 12½-lb. kegs, net weight, ½c higher than above

price. 25-lb. tin pails, 1/2c higher than above price. 12½-lb. tin pails, 1c higher than above price.
1 to 10-lb. cans, 2½c higher than above price.
Dry White Lead in barrels, 1 ton and over, 13¾c.
Dry White Lead in kegs of 30 and 60 lbs. each,

Red Lead and Litharge.

less than 500 lbs., 141/4 c.

1 ton and over, at one purchase in 100-lb. kegs, net weight 14c.

500 lbs. and less than one ton, 100-lb. kegs, net weight 141/4 c.

Less than 500 lbs., in 100-lb. kegs, net weight, 13½c.

25 or 50-lb, kegs-Net weight per lb., 4c higher

than above prices.
12½-lb. kegs, net weight per lb., ½c higher than above prices.

Buddha said that everybody can have everything he desires in this world, by simply not allowing himself to desire the things he can't have.

#### LET US HELP YOU.

The mission of the World is one of help to its subscribers.

It is the endeavor to make each issue of the greatest possible helpfulness.

This does not constitute the extent of its We want every subscriber to feel that it is his privilege to make the World useful to him in every possible way. In the conduct of every mercantile business perplexing problems arise; let us solve them for you. If we do not know the solution we will find some one who does.

Do you want to know where some certain line of goods is manufactured or from whom it can be secured? Write us.

Do you want to know more about certain lines of goods or about the standing and reliability of the concern handling them? We will try and give you accurate information.

Let us help you.

Write to The World for information which you desire upon any subject. It is yours for the asking,



### **Retail Selling Prices**

The following retail selling prices are used by a number of merchants in some of the large cities and are offered simply as a suggestion or guide to retail merchants in smaller towns and cities where they do not have the opportunity of cheeking up their prices daily or weekly.

In many instances, owing to keen competition, undoubtedly these prices will be found very low, and likewise in communities far removed from the larger cities, as well as in the Rocky Mountain, Intermountain, Inland Empire and Southwestern sections of the country, transportation charges should always be added.

We do not believe in any case will these prices be found high, but on the contrary many merchants use them as the MINIMUM price at which goods are sold, especially where competition is close.

We will be glad to receive suggestions and corrections as to any prices quoted herein and of any items not mentioned, our service department will be glad to give any assistance in their power.

These prices are only intended, however, for staples and do not by any means cover the wide range of stock usually carried by hardware merchants.

The following retail prices of ammunition and shells of standard makes are being used by many retail merchants, especially in the large cities where frequently competition is more keen than in interior towns.

44 VI. No. 9 (Thilled

RIM FIRE CARTRIDGES-	44 XL No. 8 Chilled 1.85	88 Short Colts 1.15
Black, Semi-Smokeless or Lesmok Powders Box	BLANK CARTRIDGES—Box	38 Long Colts 1.25
22 B B Caps 30	22 Rim Fire	38 Colts New Police 1.15
22 Short	88 S. & W. Center fire	38 Colts Special 1.40
22 Short Hol. Pt		88 Auto Colts, S. P. & M. C 1.95
22 Long Hol. Pt	SHOTGUN SHELLS—	9-38 M-M Luger 2.00
22 Long Rifle	Low Brass Chilled Drop 20 Gauge	380 Auto Colts, S. P. & M. C 1.85
22 Long Rifle Hol. Pt	16 Gauge	38 Smith & Wesson 1.15 88 S. & W. Special 1.35
25 Stevens	12 Gauge	88 Winchester
25 Short Stevens	10 Gauge	41 Short Colts 1.80
82 Short	Smokeless Powder, High Brass	41 Long Colts 1.50 44 S. & W. Russian 1.70
41 Short	Chilled Drop	44 S. & W. Special 1.55
CENTER FIRE CARTRIDGES-	20 Gauge \$ .95 \$ .90 16 Gauge 1.00 .95	44 Winchester
Black and Lesmok Powders Box	12 Gauge 1.00 .95	45 Colts
25-20 Winchester	10 Gauge 1.20 1.15 Scatter, 12 and 16 Gauge 1.00	22 Sav. High Power 1.25
25-20 Marlin 1.30	Scatter, 12 and 16 Gauge 1.00 28 Grains or 8 1/2 Drams, 12	250-8000 Sav. H. P 1.80
32 Smith & Wesson	Gauge 1.05 86 Gauge 410-12 M-M	6 M-M S. P 1.65 25 Rem. Auto-Ldg 1.05
32 Short Colts	86 Gauge 410-12 M · M Chilled Shot	25-85 Win., S. P. & M. C 1.05
82 Long Colts	82 Gauge Chilled Shot85	25-86 Mariin S. P 1.15
32 Colts New Police	RIM FIRE CARTRIDGES-	30 Rem. Auto-Ldg., S. P 1.15
32 Winchester   1.20   38 Short Colts   1.05   38 Long Colts   1.10   38 Colts Special   1.25   1.	Smokeless Powder Box	808 Sav., S. P. & M. C 1.15
88 Long Colts 1.10	22 B B Caps	30 Army Mod. 1895, S. P. & M. U. 1.65
38 Colts Special 1.25 38 Colts New Police 1.05	22 Short	80 Gov't Mod. '06 Ptd., 150 Gr. 1.80
38 Smith & Wesson Special 1.25	22 Short Hol. Pt	80 Gov't Mod. '06, 220 Gr 1.80
88 Winchester 1.45	29 Long Hol Dt 85	82 Win. Special, S. P. & M. C. 1.15
41 Short Colts	22 Long Rifle	6 M-M S. P. 1.65 25 Rem. Auto-Ldg. 1.05 25-85 Win., S. P. & M. C. 1.05 25-86 Marlin S. P
41 Long Colts 1.85 44 Colts 1.45	22 Long Rifle Hol. Pt	32-40 Winchester 1.10
44 Bull Dog 1.10	22 Win. Auto 1908	83 Winchester, S. P 1.65
44 Webley	22 Rem. Auto-Loading	82 Rem. Auto-Ldg., S. P
44 S. & W. Russian 1.55	All original carton packages add to	85 Win. Self-Ldg., S. P. & M. O. 2.80
44 S. & W. Special 1.70 44 Winchester 1.50	per cent to cost.  CENTER FIRE CARTRIDGES—	851 Win. Self-Ldg., S. P. & M. C. 2.65
45 Colts 1.70	Smokeless Powder Box	88-55 Winchester, S. P 1.35
99.40 Winehester 90	25-20 Winchester	88-55 Win. High Vel., S. P 1.55
88-55 Winchester	25-20 Winchester Single Shot 1.50	40-65 Winchester 1.85
40-65 Winchester 1.10	25-20 Marlin 1.50 25 Auto Colts, S. P. & M. C 1.20	401 Win. Self-Ldg., 200 Grains . 1.85
45-60 Winchester 1.10	25-20 Win, High Vel 1.50	401 Win. Self-Ldg., 200 Grains. 1.85
45-70 405 Gov't 1.15 SHOT CARTRIDGES—	32 Smith & Wesson	405 Winchester 1.95
Smokeless Powder Rox	7-65 M-M 50 Luger 1.95	7 M-M Mauser Rifle 1.60
22 Long	82 Short Colts	7 M-M Manner Rifle . 1.60 8 M-M Manner Rifle . 1.60 9 M-M Manner Rifle . 1.65 Black Powder Shells, New Club and
AA XII NO. N UNIHAA	82 Long Colts	Black Powder Shells, New Club and
SHOT CARTRIDGES	32 Auto Colts, S. P. & M. C 1.35 32 Winchester	New Rival Box 16 Gauge\$ .85
Black Powder Box	82 Winchester 1.50	10 Gauge
22 Long\$ .50 44 Winchester No. 8 Chilled 1.85	35 S. & W. Automatic 1.85	10 Gauge
APRONS—Carpenter's:		3
	14-in 4.40 BIBBS—Hose, Roug	gh Com. S. O. T., ¼-in., \$1.05; %-in., 1.75; 1-in., \$2.65. S., ½-in., 80c; %-in., \$1; %-in., \$1.85;
AUGERS-Ship-All Makes:	\$1.25; %in., \$	11.75; 1-in., \$2.65.
WITHOUT SCREW		5., 72-12., 60c; 76-12., 41; 76-12., 41.05;
4 and under \$100 91/2 to	10 \$1.70 Finished Com., pl	ain, ½-in., 80c; ½x%, \$1.00.
54 to 6 1.15 11 1/2 to	12 2.25 Fuller, plain with	out shoulder, N. P., 1/2-in., \$1.60; %-in.,
61/4 to 7 1.25 12//2	2.65	_
7½ to 8 1.40 18 Treensil 1½ 1.25 14		B
8½ to 9 1.85	No. 50 Stanley \$ 8	
AWLS AND TOOLS:	No.	1 <b>8 74</b> 75
Millers' Falls—No. 4\$1.25 No.	5\$1.75 Langdon\$: No.	15.00 \$16.00 \$17.75 1 3 4
AWLS—Scratch		1 2 8 4 1.75 \$2.50 \$2.50 \$2.7 <i>5</i>
No. 17 \$ .25 No. 1 No. 735 No. 2	\$ .10 Olmstead \$	8.50



	PRICE—Continued.
BRACES—Ratchet: 6 8 10 12 14	BRASS GOODS-
Frays \$2.25 \$2.50 \$2.75 \$8.00 Goodell-Hay 2.25 2.50 2.75 8.00	Garden Valves ½-in. %-in. 1x%-in. 1-in.
Stanley No. 921 2.00 3.25 3.40 3.60 8.75	75c 80e \$1.10 \$1.10 Ea.
Stanley No. 934 1.50	Imp. Ball Cocks————————————————————————————————————
Stanley No. 945 1.50 1.75 2.00	\$1.00 \$1.25 \$1.50 Ea. Rough Com. Hose Bibbs, S. O. T.—
Sampson 8.85 8.50 8.75	¼-in. <b>%-in. 1-in.</b>
Stanley No. 881, \$8.00; No. 882, \$2.75; No. 888, \$2.50; No. 782, \$3.50.	95c \$1.25 \$1.50 \$2.65 Ea. Bough Com. Hose Bibbs, S. S. S.—
Millere Falls—	%-in. %-in. %-in. 1-in.
61 63 68 80 81 82 88 84 88.25 \$3.00 \$2.50 \$3.75 \$3.50 \$3.25 \$3.00 \$2.90	80c \$1.00 \$1.85 \$2.50 Nickel Plated Fuller Ribbs Plain Without Shoulden
BUILDERS' HARDWARE-On jobs costing up to \$20, add 40	Nickel Plated Fuller Bibbs, Plain, Without Shoulder—
per cent to cost prices; \$21 to \$250, add 38 1-8 per cent;	\$1.15 \$1.50 \$2.00 Ea. Flat Head Service Cocks—
\$350 to \$500, add 80 per cent to cost price.  BRACKETS—Shelf with Screws—Japanned, 8x4, 10c pr.;	1/2-in. 1/2-in. 1/2-in. 1/2-in. 2-in.
4x5, 15e pr.; \$1.50 doz.; 5x6, 20c pr., \$1.75 doz.; 6x6,	65c 80c \$1.25 \$2.10 \$2.75 \$4.85 Ea. Standard Globe and Angle Valves—
30c pr., \$1.90 dox.; 8x10, 85c pr., \$3.45 doz.; 10x12,	¼-in. %-in. %-in. %-in.
\$1.50 pr., \$16.50 dos.  No. 8042—Galvanized—2x2-in., 80c pr., \$2.50 dos.; 2½x 2½-in., 85c pr., \$3.25 dos.; 8x3-in., 40c pr., \$3.75 dos.; 2½x3½-in., 50c pr., \$5.50 dos.; 4x4 in., 80c pr., \$7.50	60c 65c 80e \$1.00 ' 1-in. 1¼-in. 1½-in. 2-in.
2½-in., 85e pr., \$8.25 dos.; 8x8-in., 40c pr., \$3.75 dos.;	\$1.50 \$2.00 \$8.00 \$4.50 Ea.
8½x8½-in., 60c pr., \$5.50 dos.; 4x4 in., 80c pr., \$7.50	BOLT CLIPPERS— Nos. 0 1 2 8
dos.; 4½x4½-in., \$1.00 pr., \$9.00 dos.; 5x5-in., \$1.25 pr., \$11.00 dos.; 5½x5½-in., \$1.85 pr., \$18.50 dos.;	Price\$3.15 \$4.10 \$5.75 \$7.40
8x6-in., \$1.50 pr., \$16.00 dox. No. 341F or D2—24x24-in., 25c; 8x8-in., 25c; 84x84-	BEVELS—Sliding T:       6"       8"       10"       12"       14"         No. 18        .65       \$ .75       \$ .85           No. 25       .85       .40       .50       .60       .70
in., 35c; 4x4-in., 80c; 4½x4½-in., 50c.	No. 18\$ .65 \$ .75 \$ .85 No. 2585 .40 .50 .60 .70
BOX STRAPS-%-in., \$1.25; %-in., \$1.50; %-in., \$1.75	SOREW DRIVER BITS-
per coil. BUILDING PAPER, ETC.—	Jennings Nos. 100 200 800 400 Buck Bros. \$ .25 \$ .25 \$ .30 \$ .85
r. <b>e b.—</b> 1-Piy 2-Piy 5-Fiy	WIRE BRADS-No. 16, 1-in, and 14-in,, 15c lb.: No. 17.
1000 ft	%-in. and %-in., 20c lb.; %-in., 1-in. and 1½-in., 15c lb.; No. 18, %-in., 25c lb.; %-in., %-in. and %-in., 20c lb.; 1-in. and 1½-in., 15c lb.; No. 19, ½-in., 25c lb., %-in., %-in., %-in. and 1-in., 20c lb.; No. 20, ½-in.
Malthine	lb.; 1-in. and 1¼-in., 15c lb.; No. 19, ½-in., 25c lb.,
1000 ft 2.50 8.50 4.50 500 ft 1.50 2.00 2.50	%-in., %-in., %-in. and 1-in., 20e lb.; No. 20, ½-in., 30e lb.
500 ft	WEIGHT FLOOR BRUSHES-15-lb., \$2.50 each; 25-lb., \$8.00
Malthoid\$1.80 \$2.25 \$3.15 \$4.05	each.
Regin—Sized Sheathing—20-lb., \$1.50; 25-lb., \$1.25; 30-lb.	BUTTS—No. 840 With Screws—1½-in., 10c pr., 70c dos.; 1½-in., 10c pr., 75c dos.; 2-in., 10c pr., 85c dos.; 2½-
\$1.50; 40-lb., \$1.85 roll.	in, 10c pr., 95c dos.; 2½-in., 10c pr., \$1 dos.; 2-in., 15c pr., \$1.80 dos.
\$1.50; 40-lb., \$1.35 roll. Urban-500 ft., \$1.10 per roll. Felt-Saturated Asphaltum-500 ft., \$1.10. Tarred, \$1.10.	No. 888, 1-in., 5c pr., 85c dos.; 1¼-in., 5c pr., 45c dos.;
GAZED BUILDING PAPER-40 per cent off list.  ROGIN-SIZED SHEATHING-	1½-in., 5c pr., 50c doz.; 1%-in., 10c pr., 60c doz.;
20 lb	No. 888, 1-in., 5c pr., 85c dos.; 1¼-in., 5c pr., 45c dos.; 1½-in., 10c pr., 60c dos.; 1½-in., 10c pr., 60c dos.; 2½-in., 10c pr., 65c dos.; 2½-in., 10c pr., 80c dos.; 2½-in., 10c pr., 80c dos.; 3-in., 15c pr., 81 dos.  No. 804Z—Galvanized—2x2-in., 25c pr., 82 dos.; 2½-2½-in., 25c pr., 82 dos.; 2½-2½-in.
26 lb. 1.00 per rell 26 lb. 1.20 per roll 46 lb. 1.60 per roll	No. 804Z—Galvanized—3x2-in., 25c pr., \$2 dos.; 2½x2½-in. 25c pr., \$2 50 dos.; 8x8-in. 80c pr. 38 dos.; 8¼x
46 B	ini, 100 pr., 42:00 don', 520 ini, 500 pr., 45 don., 5 %2
wis 1.00 per roll	8 % in., 45c pr., \$5 dos.; 4x4-in., 65c pr., \$7 dos.;
MYELS—Sliding T: 6" 8" 10" 12" 14"	in., 25c pr., \$2.50 dox.; \$33-in., 30c pr., \$3 dox.; \$3\forall x  3\forall x: 45c pr., \$5 dox.; \$4x4-in., 65c pr., \$7 dox.;  4\forall x4\forall x4\forall xi.n., 85c pr., \$9 dox.; 5x5-in., \$1 pr., \$10.50  dox.: 5\forall x5\forall x: 1.50 dox.; 6x6-in., \$1.50
BEVELS—Sliding T: 6" 8" 10" 13" 14" No. 18	pr., \$16 dox.
BEVELS—Sliding T: 6" 8" 10" 13" 14" No. 18	pr., \$16 dox.  BUTTS—Brass. Middle with Screws—14-in., 10c pr., 75c
REVELS—Sliding T:     6"     8"     10"     12"     14"       No. 15      3.70     3.85     3.80         No. 25      .40     .45     .50     .55     .65       BITS—Auger:     Russell       Jenninge     Fords     Irwin     Lightning	pr., \$16 dox.  BUTTS—Brass. Middle with Screws—14-in., 10c pr., 75c
REVELS—Sliding T:     6"     8"     10"     12"     14"       No. 15      3.70     3.85     3.80         No. 25      .40     .45     .50     .55     .65       BITS—Auger:     Russell       Jenninge     Fords     Irwin     Lightning	DUTTS—Brass, Middle with Screws—1/2-in., 10c pr., 75c dos.; %-in., 10c pr., 85c dos.; 1-in., 10c pr., 95c dos.; 14-in., 15c pr., \$1.80 dos.; 14-in.
REVELS—Sliding T:     6"     8"     10"     12"     14"       No. 15      3.70     3.85     3.80         No. 25      .40     .45     .50     .55     .65       BITS—Auger:     Russell       Jenninge     Fords     Irwin     Lightning	DUTTS—Brass, Middle with Screws—1/2-in., 10c pr., 75c dos.; %-in., 10c pr., 85c dos.; 1-in., 10c pr., 95c dos.; 14-in., 15c pr., \$1.80 dos.; 14-in.
REVELS—Sliding T:     6"     8"     10"     12"     14"       No. 15      3.70     3.85     3.80         No. 25      .40     .45     .50     .55     .65       BITS—Auger:     Russell       Jenninge     Fords     Irwin     Lightning	dos.; 3/2 10/2-in., \$1.80 pr., \$18.50 dos.; 0x0-in., \$1.80 pr., \$16 dos.  BUTTS—Brass, Middle with Screws—1/2-in., 10c pr., 75c dos.; 1/4-in., 15c pr., \$1.10 dos.; 1/4-in., 15c pr., \$1.80 dos.; 1/4-in., 15c pr., \$1.80 dos.; 1/4-in., 20c pr., \$1.85 dos.; 2-in., 20c pr., \$2.25 dos.; 2/2-in., 20c pr., \$2.25 dos.; 2/2-in., 30c pr., \$5.25 dos.; 2/2-in., 50c pr., \$5.25 dos.; 1/2-in., 15c pr., \$1.25 dos.; 1/2-in., 15c pr., \$1.60 dos.; 1/2-in., 20c pr., \$1.95; dos.; 1/2-in., 25c pr., \$2.50 dos.; 1/2-in., 25c pr., \$2.50 dos.; 1/2-in.
REVELS—Sliding T:     6"     8"     10"     12"     14"       No. 15      3.70     3.85     3.80         No. 25      .40     .45     .50     .55     .65       BITS—Auger:     Russell       Jenninge     Fords     Irwin     Lightning	dos.; 3/2 10/2-in., \$1.85 pr., \$18.50 dos.; 6x6-in., \$1.50 pr., \$16 dos.  BUTTS—Brass, Middle with Screws—1/2-in., 10c pr., 75c dos.; 14-in., 15c pr., \$1.50 dos.; 14-in., 15c pr., \$1.80 dos.; 14-in., 15c pr., \$1.80 dos.; 14-in., 15c pr., \$1.80 dos.; 14-in., 20c pr., \$1.85 dos.; 2-in., 30c pr., \$2.25 dos.; 21/2-in., 30c pr., \$2.25 dos.; 21/2-in., 50c pr., \$5.00.  Desk, brass, 4-in., 15c pr., \$1.25 dos.; 1-in., 15c pr., \$1.60 dos.; 11/2-in., 25c pr., \$2.50 dos.; 11/2-in., 25c pr., \$2.50 dos.; 11/2-in., 25c pr., \$5.50 dos.; 2-in., 45c pr., \$5.50 dos.; 2-in., 45c pr., \$5.50 dos.
REVELS—Sliding T:     6"     8"     10"     12"     14"       No. 15      3.70     3.85     3.80         No. 25      .40     .45     .50     .55     .65       BITS—Auger:     Russell       Jenninge     Fords     Irwin     Lightning	Desk, 572507:in, \$1.85 pr., \$18.50 dox.; 6x6-in., \$1.50 pr., \$16 dox.  BUTTS—Brass, Middle with Screws—1/2-in., 10c pr., 95c dox.; 1/4-in., 15c pr., \$1.15 dox.; 1/4-in., 15c pr., \$1.15 dox.; 1/4-in., 15c pr., \$1.80 dox.; 1/4-in., 15c pr., \$1.80 dox.; 2/4-in., 20c pr., \$1.85 dox.; 2-in., 20c pr., \$2.25 dox.; 2/4-in., 30c pr., \$8.25 dox.; 3-in., 50c pr., \$5 dox.  Desk, brass, 1/4-in., 15c pr., \$1.25 dox.; 1-in., 15c pr., \$1.60 dox.; 1/4-in., 25c pr., \$2.50 dox.; 1/4-in., 25c pr., \$2.50 dox.; 1/4-in., 25c pr., \$5 dox.  ASH CANS—No. 1, \$1.15; No. 2, \$1.85; No. 8, \$1.65; No. 4.
BEVELS	dos.; 3/250/2-in., \$1.85 pr., \$18.50 dos.; 6x6-in., \$1.80 pr., \$16 dos.  BUTTS—Brass, Middle with Screws—1/2-in., 10c pr., 75c dos.; X-in., 10c pr., 95c dos.; 1 in., 10c pr., 95c dos.; 1 in., 15c pr., \$1.80 dos.; 1 in., 15c pr., \$1.80 dos.; 1 in., 20c pr., \$1.85 dos.; 2 in., 20c pr., \$2.25 dos.; 2 in., 20c pr., \$2.25 dos.; 2 in., 20c pr., \$2.55 dos.; 2 in., 20c pr., \$2.50 dos.; 2 in., 25c pr., \$1.60 dos.; 1 in., 15c pr., \$1.95; dos.; 1 in., 25c pr., \$2.50 dos.; 1 in., 25c pr., \$2.50 dos.; 1 in., 25c pr., \$2.50 dos.; 1 in., 25c pr., \$5.50 dos.; 2 in., 45c pr., 45c pr., 45c pr., 45c pr
BFVELS	dos.; 3/250/2-in., \$1.85 pr., \$18.50 dos.; 6x6-in., \$1.80 pr., \$16 dos.  BUTTS—Brass, Middle with Screws—1/2-in., 10c pr., 75c dos.; X-in., 10c pr., 95c dos.; 1 in., 10c pr., 95c dos.; 1 in., 15c pr., \$1.80 dos.; 1 in., 15c pr., \$1.80 dos.; 1 in., 20c pr., \$1.85 dos.; 2 in., 20c pr., \$2.25 dos.; 2 in., 20c pr., \$2.25 dos.; 2 in., 20c pr., \$2.55 dos.; 2 in., 20c pr., \$2.50 dos.; 2 in., 25c pr., \$1.60 dos.; 1 in., 15c pr., \$1.95; dos.; 1 in., 25c pr., \$2.50 dos.; 1 in., 25c pr., \$2.50 dos.; 1 in., 25c pr., \$2.50 dos.; 1 in., 25c pr., \$5.50 dos.; 2 in., 45c pr., 45c pr., 45c pr., 45c pr
BEVELS	DUTTS—Brass, Middle with Screws—1/2-in., 10c pr., 75c dox.; %-in., 10c pr., 85c dox.; 1-in., 10c pr., 95c dox.; 1/4-in., 15c pr., 81.15 dox.; 1/4-in., 15c pr., 81.85 dox.; 1/4-in., 15c pr., 81.80 dox.; 1/4-in., 15c pr., \$1.80 dox.; 1/4-in., 15c pr., \$1.80 dox.; 2-in., 30c pr., \$2.25 dox.; 2/4-in., 30c pr., \$2.25 dox.; 2/4-in., 30c pr., \$3.25 dox.; 3/4-in., 15c pr., \$1.25 dox.; 1-in., 15c pr., \$1.60 dox.; 1/4-in., 20c pr., \$1.95; dox.; 1/4-in., 25c pr., \$2.50 dox.; 1/4-in., 25c pr., \$5.75 dox.; 1/4-in., 45c pr., \$5.75 dox.; 2-in., 45c pr., \$5.75 dox.; 1/4-in., 45c pr., \$5.75 dox.; 1/4-in., 45c pr., \$5.75 dox.; 2-in., 45c pr., \$5.75 dox.; 1/4-in., 45c pr., \$5.75 dox.; 2-in., 45c pr., \$5.75 dox. ASH CANS—No. 1, \$1.15; No. 2, \$1.85; No. 8, \$1.65; No. 4, \$1.85; No. 5, \$2.25.  COCKS—Bervice, F. H.—1/2-in., 65e; 1/4-in., \$0c; 1-in., \$1.25; 1/4-in., \$2.10; 1/4-in., \$2.75; 2-in., \$4.85.  Ball, Improved—1/2-in., \$1; 1/4-in., \$1.25; 1/4-in., \$1.50.  CLOTH—Wire.
BEVELS	dos.; 3/250 dos.; h., \$1.85 pr., \$18.50 dos.; 6x6-in., \$1.80 pr., \$16 dos.  BUTTS—Brass, Middle with Screws—½-in., 10c pr., 75c dos.; %-in., 10e pr., 85c dos.; 1½-in., 10c pr., 95c dos.; 1½-in., 15c pr., \$1.80 dos.; 1½-in., 20c pr., \$1.85 dos.; 2½-in., 30c pr., \$2.25 dos.; 2½-in., 30c pr., \$2.25 dos.; 2½-in., 30c pr., \$2.56 dos.; 2½-in., 35c pr., \$2.50 dos.; 1½-in., 15c pr., \$1.85 dos.; 1½-in., 15c pr., \$1.85 dos.; 1½-in., 15c pr., \$1.80 dos.; 1½-in., 20c pr., \$1.95; dos.; 1½-in., 25c pr., \$2.50 dos.; 1½-in., 25c pr., \$2.50 dos.; 1½-in., 25c pr., \$5.60.  ASH CANS—No. 1, \$1.15; No. 2, \$1.85; No. 8, \$1.65; No. 4, \$1.85; No. 5, \$2.25.  COCKS—Service, F. H.—½-in., 65c; %-in., 80c; 1-in., \$1.25; 1½-in., \$2.10; 1½-in., \$2.75; 2-in., \$4.85.  Ball, Improved—½-in., \$1; %-in., \$1.25; %-in., \$1.50.
Size	dos.; 3/210/3-in., \$1.85 pr., \$18.50 dos.; oxe-in., \$1.50 pr., \$16 dos.  BUTTS—Brass, Middle with Screws—1/2-in., 10c pr., 75c dos.; 1/4-in., 15c pr., \$1.15 dos.; 1/4-in., 15c pr., \$1.80 dos.; 2/4-in., 30c pr., \$2.25 dos.; 3/4-in., 30c pr., \$2.25 dos.; 3/4-in., 15c pr., \$1.25 dos.; 1-in., 15c pr., \$1.60 dos.; 1/4-in., 15c pr., \$1.25 dos.; 1-in., 15c pr., \$1.60 dos.; 1/4-in., 20c pr., \$1.95; dos.; 1/4-in., 25c pr., \$2.50 dos.; 1/4-in., 25c pr., \$2.50 dos.; 1/4-in., 25c pr., \$5 dos.  ASH CANS—No. 1, \$1.15; No. 2, \$1.85; No. 8, \$1.65; No. 4, \$1.85; No. 5, \$2.25.  COCKS—Service, F. H.—1/2-in., 65c; 1/2-in., 80c; 1-in., \$1.25; 1/2-in., \$2.10; 1/2-in., \$2.75; 2-in., \$4.85.  Ball, Improved—1/2-in., \$1; 1/2-in., \$1.25; 1/2-in., \$1.50.  CLOTH—Wire.  Black—4c sq. ft.  Bronze Cloth—15c sq. ft.  Galvanized—6c sq. ft.
BEVELS	dos.; 3/2 10/2 in., \$1.80 pr., \$18.50 dos.; 6x6-in., \$1.80 pr., \$16 dos.  BUTTS—Brass, Middle with Screws—½-in., 10c pr., 75c dos.; %-in., 10c pr., 95c dos.; 1 in., 10c pr., 95c dos.; 1 in., 15c pr., \$1.10 dos.; 1 in., 15c pr., \$1.80 dos.; 1 in., 20c pr., \$1.85 dos.; 2 in., 20c pr., \$2.25 dos.; 2 in., 20c pr., \$2.25 dos.; 2 in., 20c pr., \$2.25 dos.; 2 in., 20c pr., \$2.50 dos.; 1 in., 15c pr., \$1.60 dos.; 1 in., 15c pr., \$1.25 dos.; 1 in., 15c pr., \$2.50 dos.; 1 in., 20c pr., \$3.75 dos.; 2 in., 45c pr., \$5 dos.  ASH CANS—No. 1, \$1.15; No. 2, \$1.25; No. 3, \$1.65; No. 4, \$1.85; No. 5, \$2.25.  COCKS—Service, F. H.—½-in., 65c; in., 80c; 1-in., \$1.25; 1 in., \$2.10; 1 in., \$2.75; 2-in., \$4.85.  Ball, Improved—½-in., \$1; in., \$1.25; in., \$4.85.  CLOTH—Wire.  Black—4c sq. ft.  Bronze Cloth—15c sq. ft.  Galvanised—6c sq. ft.  Hardware Gradee—Mesh.
Size   Section   Section	DUTTS—Brass, Middle with Screws—½-in., 10c pr., 75c dox.; %-in., 10e pr., 85c dox.; 1-in., 10c pr., 95c dox.; 1½-in., 10e pr., 85c dox.; 1½-in., 10c pr., 95c dox.; 1½-in., 15c pr., \$1.80 dox.; 1½-in., 20c pr., \$1.85 dox.; 2½-in., 30c pr., \$2.25 dox.; 2½-in., 35c pr., \$1.85 dox.; 1½-in., 15c pr., \$1.60 dox.; 1½-in., 20c pr., \$1.25 dox.; 1½-in., 15c pr., \$1.60 dox.; 1½-in., 20c pr., \$1.95; dox.; 1½-in., 25c pr., \$2.50 dox.; 1½-in., 35c pr., \$2.75 dox.; 2½-in., 45c pr., \$5.00 dox.; 1½-in., 35c pr., \$5.75 dox.; 2½-in., 45c pr., \$5.00 dox.; 1½-in., 55c pr., \$5.75 dox.; 2½-in., 35c pr., \$5.00 dox.; 2½-in., 45c pr., \$5.00 dox.; 1½-in., \$5.00 dox.; 2½-in., \$6.5; No. 4, \$1.85; No. 5, \$2.25.  COCKS—Service, F. H.—½-in., 65c; ½-in., 80c; 1-in., \$1.25; 1½-in., \$2.10; 1½-in., \$2.75; 2½-in., \$4.85.  Balk.—4c sq. ft. Black—4c sq. ft. Bronze Cloth—15c sq. ft. Galvanized—5c sq. ft. Galvanized—5c sq. ft. Hardware Gradee—Mesh 2 3 4 5 6 8 Per sq. ft
Size   Section   Section	DUTTS—Brass, Middle with Screws—1/2-ia., 10c pr., 75c dos.; %-in., 10c pr., 85c dos.; 1-in., 10c pr., 95c dos.; 1-in., 10c pr., 95c dos.; 1-in., 10c pr., 95c dos.; 1-in., 15c pr., \$1.30 dos.; 1-in., 15c pr., \$1.30 dos.; 1-in., 20c pr., \$1.85 dos.; 2-in., 30c pr., \$2.25 dos.; 2-in., 30c pr., \$2.50 dos.; 1-in., 15c pr., \$1.60 dos.; 1-in., 15c pr., \$1.25 dos.; 1-in., 15c pr., \$2.50 dos.; 1-in., 20c pr., 20c p
Several Section   Sectio	DUTTS—Brass, Middle with Screws—½-in., 10c pr., 75c doz.; %-in., 10e pr., 85c doz.; 1-in., 10c pr., 95c doz.; 1½-in., 10c pr., 95c doz.; 1½-in., 15c pr., \$1.80 doz.; 1½-in., 15c pr., \$1.80 doz.; 1½-in., 20c pr., \$1.85 doz.; 1½-in., 20c pr., \$2.25 doz.; 2½-in., 20c pr., \$2.50 doz.; 1½-in., 15c pr., \$1.60 doz.; 1½-in., 20c pr., \$1.25 doz.; 1-in., 15c pr., \$1.60 doz.; 1½-in., 20c pr., \$2.50 doz.; 1½-in., 25c pr., \$2.50 doz.; 1½-in., 25c pr., \$5.75 doz.; 2-in., 45c pr., \$5.80.  ASH CANS—No. 1, \$1.15; No. 2, \$1.85; No. 8, \$1.65; No. 4, \$1.85; No. 5, \$2.25.  COCKS—Service, F. H.—½-in., 65c; ½-in., 80c; 1-in., \$1.25; 1½-in., \$2.10; 1½-in., \$2.75; 2-in., \$4.85.  Balk, Improved—½-in., \$1; %-in., \$1.25; %-in., \$1.50.  CLOTH—Wire.  Black—4c sq. ft.  Bronse Cloth—15c sq. ft.  Galvanized—5c sq. ft.  Galvanized—5c sq. ft.  Galvanized—5c sq. ft.  Grade BEAD—Galvanized, small quantities, per ft. 4c.  CHISELS—Brick, 85c.
BEVELS	DUTTS—Brass, Middle with Screws—¼-in., 10c pr., 75c dox.; %-in., 10c pr., 85c dox.; 1-in., 10c pr., 95c dox.; 1½-in., 10c pr., 95c dox.; 1½-in., 15c pr., \$1.80 dox.; 1½-in., 15c pr., \$1.80 dox.; 1½-in., 20c pr., \$1.85 dox.; 2½-in., 20c pr., \$2.25 dox.; 2½-in., 20c pr., \$2.25 dox.; 2½-in., 20c pr., \$2.25 dox.; 2½-in., 25c pr., \$1.25 dox.; 1½-in., 15c pr., \$1.60 dox.; 1½-in., 20c pr., \$1.25 dox.; 1½-in., 15c pr., \$1.60 dox.; 1½-in., 20c pr., \$2.50 dox.; 1½-in., 25c pr., \$2.50 dox.; 1½-in., 25c pr., \$2.50 dox.; 1½-in., 35c pr., \$2.75 dox.; 2½-in., 45c pr., \$5.00 dox.; 1½-in., 55c pr., \$8.75 dox.; 2½-in., 45c pr., \$5.80 dox.; 1½-in., \$2.25.  COCKS—Service, F. H.—½-in., 65c; %-in., 80c; 1-in., \$1.25; 1½-in., \$2.10; 1½-in., \$2.75; 2-in., \$4.85.  Ball, Improved—½-in., \$1; %-in., \$1.25; %-in., \$1.50.  CLOTH—Wire.  Black—4c sq. ft.  Bronze Cloth—15c sq. ft.  Galvanised—6c sq. ft.  Galvanised—6c sq. ft.  Hardware Gradee—Mesh 2 3 4 5 6 8 Per sq. ft
BEVELS	DUTTS—Brass, Middle with Screws—½-ia., 10c pr., 75c dos.; %-in., 10c pr., 85c dos.; 1-in., 10c pr., 95c dos.; 1½-ia., 15c pr., \$1.10 dos.; 1½-ia., 15c pr., \$1.80 dos.; 1½-ia., 15c pr., \$1.80 dos.; 1½-ia., 15c pr., \$1.80 dos.; 1½-ia., 20c pr., \$2.25 dos.; 2½-ia., 20c pr., \$2.50 dos.; 1½-ia., 15c pr., \$1.60 dos.; 1½-ia., 20c pr., \$1.25 dos.; 1-ia., 15c pr., \$1.60 dos.; 1½-ia., 20c pr., \$1.95; dos.; 1½-ia., 25c pr., \$2.50 dos.; 1½-ia., 20c pr., 20c p
Sever   Seve	DUTTS—Brass, Middle with Screws—½-ia., 10c pr., 75c dos.; %-in., 10c pr., 85c dos.; 1-in., 10c pr., 95c dos.; 1½-in., 15c pr., \$1.80 dos.; 1½-in., 20c pr., \$2.25 dos.; 2½-in., 20c pr., \$2.25 dos.; 2½-in., 20c pr., \$2.25 dos.; 2½-in., 20c pr., \$2.25 dos.; 1½-in., 15c pr., \$1.60 dos.; 1½-in., 20c pr., \$1.85 dos.; 1½-in., 25c pr., \$2.50 dos.; 1½-in., 25c pr., \$5.60 dos.; 1½-in., 25c pr., \$5.75 dos.; 1½-in., 45c pr., \$1.85; No. 1, \$1.15; No. 2, \$1.25; No. 3, \$1.65; No. 4, \$1.85; No. 5, \$2.25.  COCKS—Service, F. H.—½-in., 65e; ½-in., 80e; 1-in., \$1.25; 1½-in., \$2.10; 1½-in., \$2.75; 2-in., \$4.85.  Ball, Improved—½-in., \$1; ½-in., \$1.25; ½-in., \$1.50.  CLOTH—Wire.  Black—4c sq. ft. Bronze Cloth—15c sq. ft. Galvanised—6c sq. ft. Hardware Grade—Mesh 2 3 4 5 6 8 Per sq. ft
Seventiage   Sev	DUTTS—Brass, Middle with Screws—½-ia., 10c pr., 75c dos.; %-in., 10c pr., 85c dos.; 1-in., 10c pr., 95c dos.; 1-in., 10c pr., 95c dos.; 1-in., 10c pr., 95c dos.; 1-in., 15c pr., \$1.30 dos.; 1-in., 15c pr., \$1.30 dos.; 1-in., 15c pr., \$1.30 dos.; 1-in., 20c pr., \$2.25 dos.; 2-in., 30c pr., \$2.25 dos.; 1-in., 15c pr., \$1.60 dos.; 1-in., 15c pr., \$1.55 dos.; 1-in., 15c pr., \$1.60 dos.; 1-in., 20c pr., \$2.50 dos.; 1-in., 25c pr., \$2.50 dos.; 1-in., 20c pr., \$2.50 dos.; 1-in., 25c pr., \$2.50 dos.; 1-in., 20c pr., \$2.50 dos.; 1-in., 25c pr., \$2.50 dos.; 1-in., 20c pr., \$2.50 dos.; 1-in., 25c pr., 25d dos.; 25d dos.; 1-in., 25c pr., 25d dos.; 25
BEVELS	DUTTS—Brass, Middle with Screws—½-in., 10c pr., 75c dos.; %-in., 10c pr., 85c dos.; 1-in., 10c pr., 95c dos.; 1½-in., 15c pr., \$1.80 dos.; 1½-in., 15c pr., \$1.80 dos.; 1½-in., 15c pr., \$1.80 dos.; 1½-in., 20c pr., \$1.85 dos.; 2-in., 20c pr., \$2.25 dos.; 2½-in., 20c pr., \$2.50 dos.; 1½-in., 15c pr., \$1.60 dos.; 1½-in., 20c pr., \$1.95; dos.; 1½-in., 25c pr., \$2.50 dos.; 1½-in., 20c pr., \$2.50 dos.; 1-in., \$1.25; 1½-in., \$2.75; 2-in., \$4.85; No. 3, \$1.65; No. 4, \$1.85; No. 5, \$2.25.  COCKS—Service, F. H.—½-in., 65e; ½-in., 20.85; No. 3, 21.65; No. 4, \$1.25; 1½-in., \$2.75; 2-in., \$4.85; No. 3, \$1.65; No. 4, \$1.25; 1½-in., \$2.75; 2-in., \$4.85; No. 3, \$1.65; No. 4, \$1.25; 1½-in., \$2.75; 2-in., \$4.85; No. 3, \$1.65; No. 4, \$1.25; No. 5, \$2.75; No. 5, \$2.75
Sever   Seve	DUTTS—Brass, Middle with Screws—½-ia., 10c pr., 75c dos.; %-in., 10c pr., 85c dos.; 1-in., 10c pr., 95c dos.; 1-in., 10c pr., 95c dos.; 1-in., 10c pr., 95c dos.; 1-in., 15c pr., 91.80 dos.; 1-in., 15c pr., 91.80 dos.; 1-in., 20c pr., 21.85 dos.; 2-in., 20c pr., 22.25 dos.; 2-in., 20c pr., 25.00 dos.; 1-in., 15c pr., 21.60 dos.; 1-in., 15c pr., 21.60 dos.; 1-in., 20c pr., 25.50 dos.; 1-in., 25c pr., 25.50 dos.; 1-in., 20c pr., 31.75 dos.; 1-in., 25c pr., 25.60 dos.; 1-in., 20c pr., 25.75 dos.; 2-in., 45c pr., 25.60 dos.; 1-in., 25c pr., 25.60 dos.; 1-in., 20c pr., 25.75 dos.; 2-in., 45c pr., 25.75 dos.; 2-in., 45c pr., 25.75 dos.; 2-in., 45c; No. 4, 21.85; No. 5, 22.25.  COCKS—Service, F. H.—-½-in., 65e; ½-in., 20c; 1-in., 21.25; 1-½-in., 21.0; 1-½-in., 27.75; 2-in., 24.85.  Ball, Improved—½-in., 21.75; 2-in., 24.85.  Ball, Improved—½-in., 21.75; 2-in., 24.85.  GIOTH—Wire.  Black—4c sq. ft.  Bronze Cloth—15c sq. ft.  Galvanised—6c sq. ft.  Hardware Gradee—Mesh 2 3 4 5 6 8  Per sq. ft
BEVELS	DUTTS—Brass, Middle with Screws—½-ia., 10c pr., 75c dos.; %-in., 10c pr., 85c dos.; 1-in., 10c pr., 75c dos.; %-in., 10c pr., 85c dos.; 1-in., 10c pr., 95c dos.; 1½-in., 15c pr., \$1.30 dos.; 1½-in., 20c pr., \$1.85 dos.; 1½-in., 15c pr., \$1.30 dos.; 1½-in., 20c pr., \$2.25 dos.; 2½-in., 30c pr., \$2.50 dos.; 1½-in., 15c pr., \$1.60 dos.; 1½-in., 20c pr., \$1.25 dos.; 1½-in., 26c pr., \$2.50 dos.; 1½-in., 26c pr., \$2.50 dos.; 1½-in., 26c pr., \$2.50 dos.; 1½-in., 26c pr., \$5.00.  ASH CANS—No. 1, \$1.15; No. 2, \$1.35; No. 3, \$1.65; No. 4, \$1.85; No. 5, \$2.25.  COCKS—Service, F. H.—½-in., 65e; ½-in., 80e; 1-in., \$1.25; 1½-in., \$2.10; 1½-in., \$2.75; 2-in., \$4.85.  Ball, Improved—½-in., \$1; %-in., \$1.25; %-in., \$1.50.  CLOTH—Wire.  Black—4c sq. ft.  Bronse Cloth—15c sq. ft.  Galvanised—6c sq. ft.  Hardware Grades—Mesh 2 3 4 5 6 8  Per sq. ft
Sever   Seve	DUTTS—Brass, Middle with Screws—¼-in., 10c pr., 75c dox.; %-in., 10c pr., 85c dox.; 1-in., 10c pr., 95c dox.; 1½-in., 10c pr., 95c dox.; 1½-in., 15c pr., \$1.80 dox.; 1½-in., 15c pr., \$1.80 dox.; 1½-in., 20c pr., \$1.85 dox.; 2½-in., 20c pr., \$2.25 dox.; 2½-in., 15c pr., \$1.60 dox.; 1¼-in., 20c pr., \$1.25 dox.; 1½-in., 15c pr., \$1.60 dox.; 1¼-in., 20c pr., \$1.85 dox.; 1½-in., 25c pr., \$2.50 dox.; 1¼-in., 20c pr., \$1.85 dox.; 1½-in., 25c pr., \$2.50 dox.; 1¼-in., 20c pr., \$1.85; No. 3, \$1.65; No. 4, \$1.85; No. 5, \$2.25.  ASH CANS—No. 1, \$1.15; No. 2, \$1.85; No. 8, \$1.65; No. 4, \$1.85; No. 5, \$2.25.  COCKS—Service, F. H.—½-in., 65e; %-in., 80e; 1-in., \$1.25; 1½-in., \$2.10; 1½-in., \$2.75; 2-in., \$4.85.  Ball, Improved—½-in., \$1; %-in., \$1.25; %-in., \$1.50.  CLOTH—Wire. Black—4c sq. ft. Bronze Cloth—15c sq. ft. Galvanised—6c sq. ft. Galvanised—6c sq. ft. Hardware Gradee—Mesh 2 3 4 5 6 8  Fer sq. ft
Sever   Seve	BUTTS—Brass, Middle with Screws—1/2-in., 10c pr., 75c dos.; %-in., 10c pr., 85c dos.; 1-in., 10c pr., 95c dos.; 1/2-in., 15c pr., \$1.80 dos.; 1/2-in., 20c pr., \$2.25 dos.; 2/2-in., 20c pr., \$2.25 dos.; 1/2-in., 15c pr., \$1.60 dos.; 1/2-in., 20c pr., \$1.25 dos.; 1/2-in., 25c pr., \$2.50 dos.; 1/2-in., 20c p
Sever   Seve	BUTTS—Brass, Middle with Screws—½-in., 10c pr., 75c dox.; %-in., 10c pr., 85c dox.; 1-in., 10c pr., 95c dox.; 1½-in., 15c pr., \$1.80 dox.; 1½-in., 20c pr., \$1.85 dox.; 2½-in., 30c pr., \$2.25 dox.; 2½-in., 35c pr., \$2.50 dox.; 1½-in., 15c pr., \$1.60 dox.; 1½-in., 20c pr., \$1.95; dox.; 1½-in., 15c pr., \$1.60 dox.; 1½-in., 20c pr., \$1.95; dox.; 1½-in., 25c pr., \$2.50 dox.; 1½-in., 20c pr., \$5.75 dox.; 2½-in., 45c pr., \$5.60 dox.; 1½-in., \$2.50 pr., \$5.75 dox.; 2½-in., 45c pr., \$5.75 dox.; 2½-in., \$4.65. pr., \$5.75 dox.; 2½-in., \$4.85. pr., \$5.85 lox.; 2½-in., \$1.25; luminoral line line line line line line line lin
Server   Street   Server   S	DUTTS—Brass, Middle with Screws—½-in., 10c pr., 75c dox.; %-in., 10c pr., 85c dox.; 1-in., 10c pr., 95c dox.; 1½-in., 10c pr., 95c dox.; 1½-in., 15c pr., \$1.80 dox.; 1½-in., 15c pr., \$1.80 dox.; 1½-in., 20c pr., \$1.85 dox.; 2½-in., 20c pr., \$2.25 dox.; 2½-in., 15c pr., \$1.85 dox.; 1½-in., 15c pr., \$1.60 dox.; 1½-in., 20c pr., \$1.25 dox.; 1½-in., 15c pr., \$2.50 dox.; 1½-in., 20c pr., \$2.55 dox.; 1½-in., 20c pr., \$2.55 dox.; 1½-in., 20c pr., \$2.75 dox.; 1½-in., \$2.25.; 1½-in., \$2.
Reverse	BUTTS—Brass, Middle with Screws—½-in., 10c pr., 75c dox.; %-in., 10c pr., 85c dox.; 1-in., 10c pr., 95c dox.; 1½-in., 15c pr., \$1.80 dox.; 1½-in., 20c pr., \$1.85 dox.; 2½-in., 30c pr., \$2.25 dox.; 2½-in., 35c pr., \$2.50 dox.; 1½-in., 15c pr., \$1.60 dox.; 1½-in., 20c pr., \$1.95; dox.; 1½-in., 15c pr., \$1.60 dox.; 1½-in., 20c pr., \$1.95; dox.; 1½-in., 25c pr., \$2.50 dox.; 1½-in., 20c pr., \$5.75 dox.; 2½-in., 45c pr., \$5.60 dox.; 1½-in., \$2.50 pr., \$5.75 dox.; 2½-in., 45c pr., \$5.75 dox.; 2½-in., \$4.65. pr., \$5.75 dox.; 2½-in., \$4.85. pr., \$5.85 lox.; 2½-in., \$1.25; luminoral line line line line line line line lin

Maram Semina	PEICE—Convinued.
34       .95       .55       .75       .60       .85         78       .1.00       .65       .80       .65       .90         1       .1.10       .65       .85       .65       1.00         1½       .1.15       .70       .90       .70       1.10         1½       .1.25       .75       .95       .75       1.10         1¾       .1.30       .80       1.00       .80       1.25         2       .1.40       .90       1.00       .80       1.15         Sets of 12       .11.00       6.00       8.50       6.50         C. E. Jennings Bevel set of 12       .\$9.50	Marking—Stanley or Similar:  Nos. 61 63 64 64 65 68 70 71 72 78  .10 .20 .80 .40 .50 .50 .85 .65 .85 .85 .85 .70  .74 76 77 84 85 85 86 88 99 91  .00 .90 .85 .90 .80 1.50 .60 .80 .50 .75  GOUGES—Buck Bros. Socket:  Outside  14
DEADENING FELT—Full rolls, 5c; less quantity, 6e lb.  Three-fourths lb., 40 lbs. to roll, \$2.10 per roll.  1 lb. roll, 50 lbs. to roll, \$2.60 per roll.  1½ lb. roll, 75 lbs. to roll, \$3.80 per roll.  A roll is 150 ft. long, 3 ft. wide, 50 sq. yds. te a roll.  DIVIDERS—Angle: Stanley No. 30, \$1.50.  Wing—  5"  6"  7"  8"  10"	$ \begin{array}{cccccccccccccccccccccccccccccccccccc$
.85 .40 .40 .55 .75  DRILLS—Automatic: Yankee, No. 40 \$2.00, No. 43 \$1.20, No. 41 \$2.00, No. 44 \$2.25.	2 1.85 1.45 .95 2.00 Sets of 12 8.00 8.50 4.50 Leather Tip Handles advance 5c each size.
Goodell, No. 01 1.10, No. 1 \$1.35, No. 08 \$1.60, No. 8 \$1.60, No. 3½ \$1.85.  Extra Points Yankee and Goodell, 10c each, 8 for 25c, set of 8, 50c.  With Chuck, 65c.	FAMILY GRINDSTONES—Mounted, 6-in., \$1.50 each; 8-in., \$1.75 each; 10-in., \$2.25 each.  GLASSES—Level. Proved, all sizes, 10c each.  Ground—  24" 8" 8" 4" 4" 4%"
DRILLS—Bit Stock:       2-3210c     7-8225e     12-3350e       3    10c     8    80e     18    55e       4    15c     9    85e     14    60e	\$ .60 \$ .65 \$ .75 \$1.00 \$1.00 GLUE—Liquid: Half pints, 40c; pints, 60c; quarts, \$1.00.  HAMMER— H
5	Maydole and Stanley, No. 11, \$1.10; No. 11½, \$1.00; No. 12, 90c; No. 13, 85c; No. 711, \$1.10; No. 711½, \$1; No. 712, 95c; No. 612, \$1.10; No. 611½, \$1.50; No. 611 \$1.50
Straight Shank, Jobber—1-32 in. to ¼ in., 10c each; 9-64 in. to 18-64 in., 15c each; 7-82 in. to 15-64 in., 20c each; ¼ in. to 9-32 in., 25c each; 19-64 in. to 11-32 in., 30c each; 28-64 in. to 25-64 in., 35c each; 18-22 in. to 27-64 in., 40c each; 7-16 in. to 29-64 in., 45c each;	Ball Pein—No. 4, 70c; No. 6, 75c; No. 8, 80; No. 12, 85c; No. 16, 90c; No. 20, \$1; No. 24, \$1.15; No. 28, \$1.25; No. 32, \$1.35; No. 36, \$1.40; No. 40, \$1.45; No. 44, \$1.50; No. 48, \$1.60.  Germantown Nos. 43
15-82 in. to 81-64 in., 50c each; ½ in., 55c each. Shops, 45 per cent from list.  DRILLS—Hand: Yankee—No. 545, \$6.50; No. 1530, \$3.75; No. 1545, \$6.50.	Vanadium—All sizes \$1.50 HATCHETS— Broad or Bench—No. 1, \$1.50; No. 2, \$1.75; No. 3, \$2;
Millers Falls—No. 2, \$3.50; No. 3, \$1.75; No. 5, \$2.75.  Breast—Yankee—Nos. 555 and 1555, \$7.00. Millers Falls No. 12, \$4.50; No. 13, \$5.75; No. 15, \$4.50; No. 18, \$4.75.  Bench—Yankee—No. 1003, \$11: No. 20, \$7; No. 22, \$3.25.	Floor—No. 1, \$1.50; No. 2, \$1.60. Broad White—No. 4 \$2.25; No. 5, \$2.25; No. 6, \$2.15;
Bit—Size 12-16, \$1.00; size 18-20, \$1.25; size 22-24, \$1.50; size 30, \$1.75; size 5-18, \$1.15; size 5-21, \$1.25.  EXTENSIONS—  Bit—Size 12-16, \$1.85; size 18-20, \$1.40; size 22-24, \$1.50; size 80, \$1.75.	Claw—No. 1, \$1.15; No. 2, \$1.25; No. 3, \$1.35. Shingling—No. 1, \$1; No. 2, \$1.25; No. 3, \$1.35. Shingling—No. 1, \$1; No. 2, \$1.10; No. 3, \$1.20. Lath—Underhill—8-row, \$2; 9-row, \$2.35; 10-row, \$2.50. HOES—Mortar, 9-inch \$1.00; 10-inch \$1.15 Planters, 8-in., 65c; 8½-in., 75c; 9½-in., 85c; 10-in., 90c. German, 5½-in., 65c; 6-in., 70c; 7-in., 75c; 7½-in., 80c;
ESCUTCHEON PINS—Brass, %x14, lb. \$1; %-lb., 60c; %-lb., 35c; %x16, lb. \$1.10, %-lb., 60c, %-lb., 85e; %x10-lb. \$1.30, %-lb. 70c, %-lb. 40c; %x12-lb. 95c %-lb. 55c, %-lb. 30c; %x16, lb. \$1.05, %-lb. 55c, %-lb. 30c; %x16 lb. \$1.20, %-lb. 65c, %-lb. 35c; % and %x12-lb. 95c, %-lb. 50c, %-lb. 30c; No. 14 same as No. 12; No. 16, lb. \$1, %-lb. 55c, %-lb. 30c; No. 18, lb. \$1.20, %-lb. 65c, %-lb. 35c; % and 1-in.x12-lb. 90c, %-lb. 50c, %-lb. 30c; Nos. 14 and 16 lb. 95c, %-lb. 50c, %-lb. 5	HANGERS—Sliding Door: Per Set Cycle or Similar
No. 16, lb. \$1, ½-lb. 55c, ½-lb. 80c; No. 18, lb. \$1.20, ½-lb. 65c, ½-lb. 35c; ¾ and 1-in.x12-lb. 90c, ½-lb. 50c, ½-lb. 30c; Nos. 14 and 16 lb. 95c, ½-lb. 50c, ½-lb. 30c; No. 10 lb. \$1.15, ½-lb. 60c, ½-lb. 35c.  FEI.T.—Saturated Asphaltum, Rolls 500 feet	Prouty, Double 14 ft.       3.00         Prouty, Double 14 ft.       5.25         Johns, Single 6 ft.       2.00         Johns, Double 12 ft.       4.00         Extra Track fer all Hangers, 10c foot.
FILES—Slim Taper, 3 ½-in. to 5-in. inclusive, 10c each; 5 ½ to 7-in., 15c; 8-in., 20c each. In dozen lots, 4-in., \$1.10; 4 ½-in., \$1.15; 5-in., \$1.15; 5 ½-in., \$1.50; 6-in., \$1.50; 7-in., \$1.70.  Weed's Blunt, 15c each or 3 for 25c; with hands 2 for 40c.	LAWN MOWERS— L Philadelphia Style M. 10", \$5; 12", \$6; 14", \$7; 16", \$8; 18", \$11. Stearns Ball Bearing: 12", \$8; 14", \$9; 16", \$10; 18", \$11.
Uant. 0-in., 20c; 8-in., 25c; 10-in., 85c.  Mill Bastard, 4-in. and 5-in., 10c; 6-in., 15c; 8-in., 20c; 10-in., 25c; 12-in., 30c; 14-in., 40c.  Flat, 6-in., 20c; 8-in., 25c; 10-in., 80c; 12-in., 40c.; 14-in., 50c; 10-in.	LEVELS
Half Round, 5-in. to 6-in., 20c; 8-in., 25c; 10-in., 80c; 12-in., 40c; 14-in., 55c; 16-in., 70c. Round, 4-in. and 5-in., 10c; 6-in., 15c; 8-in., 20c; 10-in., 25c; 12-in., 80c; 14-in., 40c; 16-in., 50c each. Square, 5-in., 15c; 6-in., 20c; 8-in., 25c; 10-in., 80c; 12-in., 40c; 14-in., 50c each.	Nos. 1 9 8 4 Inches 6 12 18 24 Price\$2.00 \$2.50 \$3.00 \$3.50 Davis (Carpenters)
Knife, 4-in. and 5-in., 20c; 6-in., 25c each.  FOOD CUTTERS—RUSSWIN No. 0, \$1.50; No. 1, \$1.75; No. 2, \$2.00; No. 8, \$3.00.  FORKS—  4-tine 5-tine 6-tine	Inches 6 12 18 24 24 Price
Manure—Long and D. handle\$1.25 \$1.50 \$1.65 Spading—Long and D. handle, 1st Grade 1.85 1.75 Spading—Long and D. handle, 2d Grade 1.00 1.85 WARDING—3-in. and 4-in., 15c; 4½-in., 20c; 5-in., 20c; 6-in., 25c each.	Inches 6 13 18 24 12 18 24 Price \$1.00 \$1.50 \$1.75 \$2.00 \$1.75 \$3.00 \$2.25 Starrett, No. 182 Inches 4 6 9 12 18 24 Price \$1.85 \$1.50 \$1.65 \$1.75 \$2.00 \$2.25 Stanley, No. 84
HORSE RASPS—Plain, 12-in., 50c; 14-in., 60c; 16-in., 80c; tanged, 14-in., 75c; 16-in., \$1.25 each. FLOAT BALLS—OOPPER, 5-in., 70c each; 6-in., 80c each. GAUGES— Bit—Stanley No. 49. 75c.	Inches 4 6 8 10 Price \$.10 \$1.40 \$1.85 \$2.46 Stanley, No. 36 Inches 6 9 12 18 24
Butt—Stanley No. 95, \$1.15. No. 92, \$1.60. Goodell No. 227, 90c. Hatchet, 20c.	Price \$1.25 \$1.50 \$1.85 \$2.85 \$2.75 Stanley, No. 87 Nos. 6 9 12 18 24 Price \$2.00 \$2.50 \$3.00 \$3.50 \$4.00

LEVELS-Wood:	PLANES			_				
Akron Nos. 8 6 06 05 4 024 5	No. 1	Price \$2.35	No. 22	Price \$2.25	No. 60⅓	Price	No.	Price
Price \$1.65 \$2.20 \$3.75 \$4.50 \$5.25 \$2.50 \$4.50	2	2.50	23	2.25	61	\$1.65 1.65	104 105	<b>\$2.9</b> 0 <b>3.30</b>
Stanley Nos. 9 09 10 010 11 011 18 19	3 4	$\frac{2.80}{3.15}$	24 25	$2.25 \\ 2.25$	62 65	4.30	110	.90
Nos. 9 09 10 010 11 011 18 19 Price \$2.00 \$3.00 \$2.50 \$3.50 \$8.50 \$8.50 \$2.00 \$4.00	4 1/2	8.45	26	2.50	65 1/2	2.00 1.90	112 113	8.60 5.00
Nos. 90 95 96 25 80 0 8 08 104	5 5⅓	3.45	27	2.65	66	1.80	120	1.20
Price \$8 \$5.50 \$7 \$3.50 \$2 \$ .95 \$1.70 \$1.60 \$ .75 Mason's Plumb Rules:	6	4.10 4.60	27 1/2 28	2.75 3.00	69 71	1.35 3.15	130 131	1.30 <b>2.2</b> 5
Nos. 20 85 45 24 25 1/2 26 70 80	7	5.25	29	3.10	71 1/2	2.80	140	2.25
Price \$2.75 \$2.00 \$8.25 \$2.50 \$2.50 \$3.75 \$4.35 \$4.75	8 9	6.35 <b>5.2</b> 5	30 31	3.25 3.25	72 72 ½	3.65 4.50	146 147	3.15
Aluminum 12" 18" 24" \$3.50 \$4.00 \$4.50	9 1/4	1.75	32	3.70	74	7.00	148	3.00 3.00
LEVEL SIGHTS-Nos. 1 and 2, \$1.00.	9 1/2 9 3/4	$\frac{1.55}{1.75}$	33 34	3.85 4.00	75 78	.75 <b>2</b> .80	171	4.00
Prices 90c, 75c, \$1.75, \$2, \$2, \$2.50, \$2.50, \$2.75, \$8, \$2.75	10	4.50	35	2.85	80	1.80	$\begin{array}{c} 180 \\ 181 \end{array}$	1.90 1.90
METAL POLISH—Brilliantshine—Half pints, 15c; pints, 25c; quarts, 45c; half gallons, \$1.40.	10 1/2 11	4.60 3.70	36 37	3.00 3.15	83 85	1.85	182	1.90
<b>1</b> ,, <b>-</b> , <b>7</b>	12	3.70	39	2.85	87	4.00 3.10	190 191	2.25 2.25
X	12 1/2 13	4.85 4.50	40 40 1/2	$\frac{2.95}{3.15}$	$\frac{90}{92}$	3.15	192	2.25
MAILS—Wire or Cut Common:  Many Retail Hardware Merchants at the present time are	15	1.65	45	11.00	93	3.25 <b>3</b> .50	<b>22</b> 0 <b>340</b>	$\frac{1.30}{2.50}$
selling Nails in small quantities for 6e per pound 6d. and	15 1/2 16	2.00 1.95	46 48	8.40 4.85	94 97	8.90	602	8.00
larger; they are also adding 50c per keg base to their	17	2.00	49	4.00	98	3.50 1.85	603 604	3.25 3.50
landed cost; every Retail Hardware Merchant should make at least 50c a keg base over his landed Cost.	18 19	$\frac{2.00}{2.00}$	50 55	$6.80 \\ 18.25$	99 100	1.85	604 🐪	8.90
Galvanized—Large head roofing felt nails, 15c lb. In 10-lb.	20	6.00	57	5.50	101	.85 .80	605 605 <b>½</b>	4.10 4.25
lots, 13 % c lb. Other Galvanized Nails, less than 10-lb. lots, 10c lb.	20 1/2 21	$5.75 \\ 2.15$	60	1.90	102 103	.90	606	4.75
Oment Coated-3d, 3d and 4d, 10c lb. 5d, 8c. 6d and		2.10	••	••••	103	1.05	607 608	5.50 5.7 <b>5</b>
larger, 7c.  Keg Base, Common Wire, \$5.40; Cut, \$6.25; Lement Coated	NOTE	-All o	ther ak	es 10 p	er cent	less tha	n above	prices.
Keg Base, Common Wire, \$5.40; Cut, \$6.25; cement Coated, \$5.40. For less than full keg add 25c for each half teg, plus the extra. Wire Nails in small lots, 6d and	EXTRA	IRONS	-Nos.	914. 15.	16, 17	. 18 10	60 60	14 RE
keg, plus the extra. Wire Nails in small lots, 6d and larger, 8c lb.; 3d, 4d and 5d, 7c lb.; 2d, 8c lb.	007	Z, LDU,	220, 18 180, 20d	I. ZOC.	Nos. 1	00, 101,	102, 10	8, 15c.
Fine Blued, 2d and 3d, 10c lb.	IRONS-		_	.ck Bros			G41	
Finish, 6d and larger, 6c lb.; 8d, 4d and 5d, 8c lb.; 2d, 10c lb.	1 1/4 1 %		\$ .60		.35	<b>8</b>	Stanle 40	\$ .80
Barbed Floor Brads, small lots, Sc lb.; kegs, \$1.00 over	114		.60 . <b>6</b> 0		.35 .35	•	• •	*
the base.  Reofing Falt Walls large heads 15s th Other galvanised	164		.60		.85	:	65	.45
Roofing Felt Nails, large heads, 15c lb. Other galvanized nails, 10c lb.	1 % 1 %		.65 .70		.35 .40		65	.45
Wire Nails and Brads in papers, 50 per cent discount.	2		.70		.40		70	.45
NETTING—Galvanized Before—No. 20, 2-in., 1-ft. per roll,	2 1/4 2 1/4		.75 .80		.45 .50		75	.45
\$1.10; 2-ft., \$2.30; 2½-ft., \$2.85; 3-ft., \$3.45; 4-ft., \$4.60; 5-ft., \$5.75; 6-ft., \$6.85; 75 feet or over, 1c sq.	2 1/8		.85		.55		80 85	.50 . <b>5</b> 0
ft.; less quantity, 1 ½ c sq. ft.; No. 20, 1 ½-in., 1-ft.,	2 1/2 2 1/2		1.00 1.25		.60			• • •
\$1.55; 2-ft., \$3.85; 3-ft., \$4.60; 4-ft., \$6.10; 5-ft., \$7.65; 6-ft., \$9.20; 75 feet or over, 1 1/2 sq. ft.; less quantity,		Block	Plane I	rons se	.70 • Block		85 Line	.50
2c sq. ft.; No. 20, 1-in., 1-ft. per roll, \$2.80; 2-ft., \$5.60;								
20 dd. 10, 100 20, 1 m., 1 te. per 10tt, 42.00, 2 te., 40.00,								** •
3-ft., \$8.40; 4-ft., \$11.20; 5-ft., \$14; 6-ft., \$15.40;	SANDPA 85c	PER-	-2 sheets 14, 85c;	for 5c No. 1,	ner an	ire No	00 850	No. 0, 2. 45c:
3-ft., \$8.40; 4-ft., \$11.20; 5-ft., \$14; 6-ft., \$15.40; 75 feet or over, 2c sq. ft.; less quantity, 2\(\frac{1}{2}\) to sq. ft.; price for galvanized after, add 15 per cent to the above	BANDPA 85c No.	PER- ; No. : 21/4, 4	-3 sheets 14, 85c; 5c; No.	for 5c No. 1, 8, 50c.	per qu 40c; No	ire No		No. 0, <b>2, 45</b> c;
3-ft., \$8.40; 4-ft., \$11.20; 5-ft., \$14; 6-ft., \$15.40; 75 feet or over, 2c sq. ft.; less quantity, 2½ c sq. ft.; price for galvanized after, add 15 per cent to the above roll prices.	SANDPA 85c No. EMERY	PER—; No. 2 1/4, 4 CLOT	-2 sheets 14, 85c; 5c; No. H—10c	for 5c No. 1, 8, 50c.	per qu 40c; No	ire, No. . 1 <b>½, 4</b>	00, 85c; <b>0</b> c; No. :	2, 45c;
3-ft., \$8.40; 4-ft., \$11.20; 5-ft., \$14; 6-ft., \$15.40; 75 feet or over, 2c sq. ft.; less quantity, 2\f2 c sq. ft.; price for galvanized after, add 15 per cent to the above roll prices.  NETTING—(For Plasterers' Use)—Galvanized before. 1-in	SANDPA 85c No. EMERY FLANES Con	PER—; No. : 2½, 4 CLOT:	-2 sheets ½, 85c; 5c; No. H—10c d:	for 5c. No. 1, 8, 50c. sheet st	per qu 40c; No raight. Smooth	ire, No. . 1½, 4 . Jack 0 \$1.8	00, 85c; 0c; No. : Fore \$ \$1.65	2, 45c; Jointer
3-ft., \$8.40; 4-ft., \$11.20; 5-ft., \$14; 6-ft., \$15.40; 75 feet or over, 2c sq. ft.; less quantity, 2\(\frac{1}{2}\) c sq. ft.; price for galvanized after, add 15 per cent to the above roll prices.  NETTING—(For Plasterers' Use)—Galvanized before, 1-in., No. 19, 18c sq. yd.; 1-in., No. 18, 20c sq. yd. Galvanized after, 1-in., No. 20, 18c sq. yd.; 1-in., No. 19, 19c	SANDPA 85c No. EMERY PLANES Con Res	PER—; No. : 2½, 4 CLOT:	-2 sheets ½, 85c; 5c; No. H—10c	for 5c No. 1, 8, 50c. sheet st	per qu 40c; No raight. Smooth	ire, No. . 1½, 4	00, 85c; 0c; No. : Fore \$ \$1.65	2, 45c; Jointer
3-ft., \$8.40; 4-ft., \$11.20; 5-ft., \$14; 6-ft., \$15.40; 75 feet or over, 2c sq. ft.; less quantity, 2\forall c sq. ft.; price for galvanized after, add 15 per cent to the above roll prices.  NETTING—(For Plasterers' Use)—Galvanized before, 1-in., No. 19, 18c sq. yd.; 1-in., No. 18, 20c sq. yd. Galvanized after, 1-in., No. 20, 18c sq. yd.; 1-in., No. 19, 19c sq. yd.; 1-in., No. 18, 21c sq. yd.	SANDPA 35c No. EMERY FLANES Con Res Fancy	APER—; No. 2 ½, 4 CLOT: Wood Wood	-2 sheets 1/4, 85c; 1/5c; No. 14—10c 14:	No. 1, 8, 50c. sheet st	per qu 40c; No raight. Smooth	ire, No. . 1½, 4 1 Jack 0 \$1.88	00, 85c; 0c; No. : Fore \$ \$1.65 5 1.75	Jointer \$2.10 2.15
3-ft., \$8.40; 4-ft., \$11.20; 5-ft., \$14; 6-ft., \$15.40; 75 feet or over, 2c sq. ft.; less quantity, 2\forall c sq. ft.; price for galvanized after, add 15 per cent to the above roll prices.  NETTING—(For Plasterers' Use)—Galvanized before, 1-in., No. 19, 18c sq. yd.; 1-in., No. 18, 20c sq. yd. Galvanized after, 1-in., No. 20, 18c sq. yd.; 1-in., No. 19, 19c sq. yd.; 1-in., No. 18, 21c sq. yd.  NUMBERS—House.	SANDPA 85c No. EMERY FLANES Con Res Fancy Cen Sid	APER—; No.: 2½, 4 CLOT: Woodman Wood-ter Bead	-2 sheets ½, 85c; 5c; No. H—10c d:	s for 5c. No. 1, 8, 50c. sheet st.	per qu 40c; No raight, Smooth \$1.1	ire, No. . 1½, 4 1 Jack 0 \$1.88	00, 85c; 0c; No. : Fore 5 \$1.65 5 1.75	Jointer \$2.10 2.15
3-ft., \$8.40; 4-ft., \$11.20; 5-ft., \$14; 6-ft., \$15.40; 75 feet or over, 2c sq. ft.; less quantity, 2\forall c sq. ft.; price for galvanized after, add 15 per cent to the above roll prices.  NETTING—(For Plasterers' Use)—Galvanized before, 1-in., No. 19, 18c sq. yd.; 1-in., No. 18, 20c sq. yd. Galvanized after, 1-in., No. 20, 18c sq. yd.; 1-in., No. 19, 19c sq. yd.; 1-in., No. 18, 21c sq. yd.  NUMBERS—House.	SANDPA 85c No. EMERY LANES Con Rass Fancy Cen Sid Mai	PER— ; No. : 2 ½, 4 CLOT: — Wood- ter Bead- ich Pland Hand	-2 sheets ½, 85c; 5c; No. H—10c d:	s for 5c. No. 1, 8, 50c. sheet st. inch and nch and Rabbet	per qu 40c; No raight. Smooth \$1.1 under under. All wide	ire, No 1½, 4 . Jack 0 \$1.88 . 1.88	00, 85c; 0c; No. :	Jointer \$3.10 2.15 \$ .7060 2.00
3-ft., \$8.40; 4-ft., \$11.20; 5-ft., \$14; 6-ft., \$15.40; 75 feet or over, 2c sq. ft.; less quantity, 2\forall c sq. ft.; price for galvanized after, add 15 per cent to the above roll prices.  NETTING—(For Plasterers' Use)—Galvanized before, 1-in., No. 19, 18c sq. yd.; 1-in., No. 18, 20c sq. yd. Galvanized after, 1-in., No. 20, 18c sq. yd.; 1-in., No. 19, 19c sq. yd.; 1-in., No. 18, 21c sq. yd.  NUMBERS—House.	SANDPA  35c No. EMERY CLANE: Con Ras Fancy Cen Sid Mai Sid Sid	PER— ; No. : 2 ½, 4 CLOT: Wood- ter Be- ich Pland Hand Stop	-2 sheets ½, 85c; No. H10c d:	s for 5c. No. 1, 8, 50c. sheet st. akes. inch and nch and nch and Rabbet—	per que 40c; No raight. 8mootl\$1.1\$1.1 under	ire, No. 1 1/2, 4  1 Jack 0 \$1.81 1.81	00, 85c; 0c; No. : Fore 5 \$1.65 5 1.75	Jointer \$2.10 2.15
3-ft., \$8.40; 4-ft., \$11.20; 5-ft., \$14; 6-ft., \$15.40; 75 feet or over, 2c sq. ft.; less quantity, 2\forall c sq. ft.; price for galvanized after, add 15 per cent to the above roll prices.  NETTING—(For Plasterers' Use)—Galvanized before, 1-in., No. 19, 18c sq. yd.; 1-in., No. 18, 20c sq. yd. Galvanized after, 1-in., No. 20, 18c sq. yd.; 1-in., No. 19, 19c sq. yd.; 1-in., No. 18, 21c sq. yd.  NUMBERS—House.  Aluminum, 3" 5c each. Aluminum Cast, 3" 10c each. Panc-BB. LB. & AC. 3-in. & 4-in., 25c each. Pancy set of four, 8" & 4" 75c set. In lots of 24 or more, price is open.  RUSSWIN NIGHT LATCHES	SANDPA  35c No. EMERY CLANE: Con Ras Fancy Cen Sid Mai Sid Sid	PER— ; No. : 2 ½, 4 CLOT: Wood- ter Be- ich Pland Hand Stop	-2 sheets ½, 85c; No. H10c d:	s for 5c. No. 1, 8, 50c. sheet st.  akes. inch and ch and mch and Rabbet— All wid	per que doc; No raight. Smooth\$1.1 d under under under d ths dths	ire, No 1½, 4 . Jack 0 \$1.88 . 1.88 . per pai	00, 85c; 0c; No. : Fore 5 \$1.65 5 1.75	Jointer \$2.10 2.15
3-ft., \$8.40; 4-ft., \$11.20; 5-ft., \$14; 6-ft., \$15.40; 75 feet or over, 2c sq. ft.; less quantity, 2\(\frac{1}{2}\)c sq. ft.; price for galvanized after, add 15 per cent to the above roll prices.  NETTING—(For Plasterers' Use)—Galvanized before, 1-in., No. 19, 18c sq. yd.; 1-in., No. 18, 20c sq. yd. Galvanized after, 1-in., No. 20, 18c sq. yd.; 1-in., No. 19, 19c sq. yd.; 1-in., No. 18, 21c sq. yd.  NUMBERS—House.  Aluminum, 8" 5c each. Aluminum Cast, 8" 10c each. Fanc: BB. LB. & AC. 3-in. & 4-in., 25c each. Fancy set of four, 8" & 4" 75c set.  In lots of 24 or more, price is open.  RUSSWIN NIGHT LATCHES  No. 1654, 60c: No. 3759. 75c: No. 3760, 90c: No. 8762.	SANDPA 35c No. EMERY COM Rass Fancy Cem Sid Mai Sid Scr	APER—; No. : 2½, 4 CLOT: — Wood- ter Be e Bead- tich Plan b Hand e Stop ew Sto	-2 sheets 1/2, 85c; 5c; No. H—10c 1d:	s for 5c. No. 1, 8, 50c. sheet st. sheet st. inch and ch and ch and -All wid -All wid	per qu 40c; No raight. 8mootl\$1.1 f under under. i under. dths dths	ire, No 1½, 4  1 Jack 0 \$1.86 1.86  per pai	00, 85c; 0c; No. 9 Fore 5 \$1.65 1.75	Jointer \$2.10 2.15
3-ft., \$8.40; 4-ft., \$11.20; 5-ft., \$14; 6-ft., \$15.40; 75 feet or over, 2c sq. ft.; less quantity, 2\(\frac{1}{2}\)c sq. ft.; price for galvanized after, add 15 per cent to the above roll prices.  NETTING—(For Plasterers' Use)—Galvanized before, 1-in., No. 19, 18c sq. yd.; 1-in., No. 18, 20c sq. yd. Galvanized after, 1-in., No. 20, 18c sq. yd.; 1-in., No. 19, 19c sq. yd.; 1-in., No. 18, 21c sq. yd.  NUMBERS—House.  Aluminum, \$\frac{3}{2}\$ 5c each. Aluminum Cast, \$\frac{3}{2}\$ 10c each.  Panc BB. LB. \$\frac{3}{2}\$ AC. 3-in. \$\frac{3}{2}\$ 4-in., 25c each.  Fancy set of four, \$\frac{3}{2}\$ \$\frac{4}{2}\$ 75c set.  Is lets of 24 or more, price is open.  RUSSWIN NIGHT LATCHES  No. 1654, 60c; No. 3759, 75c; No. 3760, 90c; No. 8762, \$1.25; No. 1292, \$1.75; No. 1291, \$2.00; No. 1290, \$2.25; No. 7690. \$2.50; No. 7690.	SANDPA 35c No. EMERY *LANE! Con Ras Fancy Sid Mas Bid Sid Sid	APER—; No. : 2 ½, 4 CLOT: Wood- ter Be- se Bead- ch Pla Hand e Stop ew Sto	-2 sheets ½, 85c; 5c; No. H—10c d:	s for 5c. No. 1, 8, 50c. sheet st. sheet st. inch and ch and ch and -All wid -All wid	; per qu 40c; No raight, 8mootl\$1.1 d under i under dths dths	ire, No. 11/2, 4  1 Jack 0 \$1.81  1.81	00, 85c; 0c; No. : Fore 5 \$1.65 5 1.75 	Jointer \$3.10 2.15 \$.70 60 2.00 2.00 2.05 1.85 on Double
3-ft., \$8.40; 4-ft., \$11.20; 5-ft., \$14; 6-ft., \$15.40; 75 feet or over, 2c sq. ft.; less quantity, 2\forall c sq. ft.; price for galvanized after, add 15 per cent to the above roll prices.  NETTING—(For Plasterers' Use)—Galvanized before, 1-in., No. 19, 18c sq. yd.; 1-in., No. 18, 20c sq. yd. Galvanized after, 1-in., No. 20, 18c sq. yd.; 1-in., No. 19, 19c sq yd.; 1-in., No. 18, 21c sq. yd.  NUMBERS—House.  Aluminum, 8" 5c each. Aluminum Cast, 8" 10c each. Fanc BB. LB. & AC. 3-in. & 4-in., 25c each.  Fancy set of four, 3" & 4" 75c set.  Ia lets of 24 or more, price is open.  RUSSWIN NIGHT LATCHES  No. 1654, 60c; No. 3759, 75c; No. 3760, 90c; No. 8762, \$1.25; No. 7290, \$2.50; No. 1291, \$2.00; No. 1290, \$2.25; No. 7290, \$2.50; No. 1690, \$2.50; No. 7690, \$2.75; No. 290, \$2.50; No. 2900, \$2.50; No. 29.275;	SANDPA 35c No. EMERY *LANE: Con Ras Fancy Sid Sid Sid Sor	APER—; No. : 2½, 4 2½, 4 CLOT: — Wood ter Be Bead teh Pla b Hand Stopew Sto	-2 sheets ½, 85c; 5c; No. H—10c d: 	s for 5c. No. 1, 8, 50c. sheet st. sheet st. inch and ch and ch and -All wid -All wid	per qu 40c; No raight, 8mooth \$1.1 d under under dths dths asing 90	ire, No 1 1/4, 4  i Jack 0 \$1.8i 1.8i  per pai lths	00, 85c; No. 5 Fore 5 \$1.65 5 1.75  Meding Ir ingle 1.00	Jointer \$2.10 2.15
3-ft., \$8.40; 4-ft., \$11.20; 5-ft., \$14; 6-ft., \$15.40; 75 feet or over, 2c sq. ft.; less quantity, 2\(\frac{1}{2}\)c sq. ft.; price for galvanized after, add 15 per cent to the above roll prices.  NETTING—(For Plasterers' Use)—Galvanized before, 1-in., No. 19, 18c sq. yd.; 1-in., No. 18, 20c sq. yd. Galvanized after, 1-in., No. 20, 18c sq. yd.; 1-in., No. 19, 19c sq. yd.; 1-in., No. 18, 21c sq. yd.  NUMBERS—House.  Aluminum, \$\(^{\mu}\) 5c each. Aluminum Cast, \$\(^{\mu}\) 10c each.  Panc BB. LB. \$\(^{\mu}\) AC. 3-in. \$\(^{\mu}\) 4-in., 25c each.  Fancy set of four, \$\(^{\mu}\) \$\(^{\mu}	SANDPA 35c No. EMERY *LANE! Con Ras Fancy Sid Mai Bid Sid Sid Sid	APER—; No.: ; No.: ; 2½, 4 2½, 4 CLOT: - Wood- ter Be e Bead- ch Pla e Hand e Stop ew Sto	-2 sheets ½, 85c; 5c; No. H—10c d:	s for 5c. No. 1, 8, 50c. sheet st. sheet st. inch and ch and ch and -All wid -All wid	per qu 40c; No raight. £mooth \$1.1  under. dunder. dths dths asing \$ .90 .90 1.00	ire, No 1 1/2, 4  Jack 0 \$1.84  per pai tha	00, 85c; No. : Fore 5 \$1.65	Jointer \$2.10 2.15 \$.70 60 2.00 1.25 1.65 OR Double \$1.25 1.25 1.25
3-ft., \$8.40; 4-ft., \$11.20; 5-ft., \$14; 6-ft., \$15.40; 75 feet or over, 2c sq. ft.; less quantity, 2\forall c sq. ft.; price for galvanized after, add 15 per cent to the above roll prices.  NETTING—(For Plasterers' Use)—Galvanized before, 1-in., No. 19, 18c sq. yd.; 1-in., No. 19, 18c sq. yd.; Galvanized after, 1-in., No. 20, 18c sq. yd.; 1-in., No. 19, 19c sq yd.; 1-in., No. 18, 21c sq. yd.  NUMBERS—House.  Aluminum, 8° 5c each. Aluminum Cast, 8° 10e each. Fanc BB. LB. & AC. 3-in. & 4-in., 25c each. Fancy set of four, 8° & 4° 75c set. Ia lots of 24 or more, price is open.  RUSSWIN NIGHT LATCHES  No. 1654, 60c; No. 3759, 75c; No. 3760, 90c; No. 3762, \$1.25; No. 1292, \$1.75; No. 1291, \$2.00; No. 1290, \$2.55; No. 1292, \$1.75; No. 1690, \$2.75; No. 690C, \$3.00.  NIGHT LATCHES—CORBIN No. 352, 90c; No. 353, 75c; No. 0857, \$1.75; No. 358.	SANDPA 35c No. EMERY *LANE: Con Ras Fancy Sid Sid Sid Sid Sid 114	APER—; No. : ; No. : ; No. : ; 2½, 4 CLOT: G— Wood- ter Be- e Bead- tch Pla- e Hand- e Stop- ew Sto	-2 sheets ½, 85c; 5c; No. H—10c d:	s for 5c. No. 1, 8, 50c. sheet st. sheet st. inch and ch and ch and -All wid -All wid	per qu 40c; No raight, 8mooth \$1.1 d under under dths dths asing 90	ire, No. 11/2, 4  Jack 0 \$1.34  1.34  per paikths	00, 85c; No. 5 Fore 5 \$1.65 5 1.75  Meding Ir ingle 1.00	Jointer \$2.10 2.15
3-ft., \$8.40; 4-ft., \$11.20; 5-ft., \$14; 6-ft., \$15.40; 75 feet or over, 2c sq. ft.; less quantity, 2\forall c sq. ft.; price for galvanized after, add 15 per cent to the above roll prices.  NETTING—(For Plasterers' Use)—Galvanized before, 1-in., No. 19, 18c sq. yd.; 1-in., No. 18, 20c sq. yd. Galvanized after, 1-in., No. 20, 18c sq. yd.; 1-in., No. 19, 19c sq. yd.; 1-in., No. 18, 21c sq. yd.  NUMBERS—House.  Aluminum, \$\frac{\sigma}{2}\$ 5c each. Aluminum Cast, \$\frac{\sigma}{2}\$ 10c each. Fanc BB. LB. \$\frac{\sigma}{2}\$ AC. 3-in. \$\frac{\sigma}{2}\$ 4-in., 25c each.  Fancy set of four, \$\frac{\sigma}{2}\$ \frac{\sigma}{2}\$ 4" 75c set.  Is lets of 24 or more, price is open.  RUSSWIN NIGHT LATCHES  No. 1654, 60c; No. 3759, 75c; No. 3760, 90c; No. 8762, \$1.25; No. 7290, \$2.50; No. 1291, \$2.00; No. 1290, \$2.75; No. 2900, \$2.50; No. 7690, \$2.75; No. 690C, \$3.00.  NIGHT LATCHES—OORBIN  No. 352, 90c; No. 353, 75c; No. 0357, \$1.75; No. 358, \$2.00; No. 356, \$2.50; No. 374, \$2.50; No. 356\forall, \$2.75.  BIGHT LATCHES—Vale:	SANDP. 35c No. EMERY CLANES Con Ran Fancy Gen Sid Sid Sid Sid Sir 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	APER—; No. : ; No. : ; No. : 2 %, 4 CLOT: 3— Wood- ter Bead- ch Pla b Hand s Stop ew Sto	-2 sheets 1/4, 85c; 55c; No. H—10c -1:	s for 5c. No. 1, 8, 50c. sheet st. sheet st. inch and ch and ch and -All wid -All wid	per qu 40c; No raight. £mooth \$1.1  under. dunder. dths dths asing \$ .90 .90 1.00	ire, No. 11/2, 4  Jack 0 \$1.34  1.34  per paikths	00, 85c; No. 5 Fore 5 \$1.65 5 1.75  meeting Ir ingle	Jointer \$2.10 2.15 \$.70
3-ft., \$8.40; 4-ft., \$11.20; 5-ft., \$14; 6-ft., \$15.40; 75 feet or over, 2c sq. ft.; less quantity, 2\forall c sq. ft.; price for galvanized after, add 15 per cent to the above roll prices.  NETTING—(For Plasterers' Use)—Galvanized before, 1-in., No. 19, 18c sq. yd.; 1-in., No. 18, 20c sq. yd. Galvanized after, 1-in., No. 20, 18c sq. yd.; 1-in., No. 19, 19c sq. yd.; 1-in., No. 18, 21c sq. yd.  NUMBERS—House.  Aluminum, \$\frac{\sigma}{2}\$ 5c each. Aluminum Cast, \$\frac{\sigma}{2}\$ 10c each. Fanc BB. LB. \$\frac{\sigma}{2}\$ AC. 3-in. \$\frac{\sigma}{2}\$ 4-in., 25c each.  Fancy set of four, \$\frac{\sigma}{2}\$ \frac{\sigma}{2}\$ 4" 75c set.  Is lets of 24 or more, price is open.  RUSSWIN NIGHT LATCHES  No. 1654, 60c; No. 3759, 75c; No. 3760, 90c; No. 8762, \$1.25; No. 7290, \$2.50; No. 1291, \$2.00; No. 1290, \$2.75; No. 2900, \$2.50; No. 7690, \$2.75; No. 690C, \$3.00.  NIGHT LATCHES—OORBIN  No. 352, 90c; No. 353, 75c; No. 0357, \$1.75; No. 358, \$2.00; No. 356, \$2.50; No. 374, \$2.50; No. 356\forall, \$2.75.  BIGHT LATCHES—Vale:	SANDPASSON NO.  EMERY CLANES COME RASE FANCY SIDE SIDE SIDE SIDE SIDE SIDE SIDE SIDE	APER—; No. : ; No. : 2 ½, 4 CLOT: 3— Woo amon ee ee Bead ter Be e Bead ter Hand e Stop ew Sto  S	-2 sheets ½, 85c; 5c; No. H—10c d:	i for 5c. No. 1, S, 50c. sheet st kes. inch and nch and Rabbet All wid All wi	g per que doc; No raight, Simootle \$1.1 funder under under dths	ire, No 1 1/2, 4  a Jack to \$1.34  per pai thas	00, 85c; No. : Fore 5 \$1.65	Jointer \$2.10 2.15 \$.70
3-ft., \$8.40; 4-ft., \$11.20; 5-ft., \$14; 6-ft., \$15.40; 75 feet or over, 2c sq. ft.; less quantity, 2\forall c sq. ft.; price for galvanized after, add 15 per cent to the above roll prices.  NETTING—(For Plasterers' Use)—Galvanized before, 1-in., No. 19, 18c sq. yd.; 1-in., No. 18, 20c sq. yd. Galvanized after, 1-in., No. 20, 18c sq. yd.; 1-in., No. 19, 19c sq. yd.; 1-in., No. 18, 21c sq. yd.  NUMBERS—House.  Aluminum, \$\frac{\sigma}{2}\$ 5c each. Aluminum Cast, \$\frac{\sigma}{2}\$ 10c each. Fanc BB. LB. \$\frac{\sigma}{2}\$ AC. 3-in. \$\frac{\sigma}{2}\$ 4-in., 25c each.  Fancy set of four, \$\frac{\sigma}{2}\$ \frac{\sigma}{2}\$ 4" 75c set.  Is lets of 24 or more, price is open.  RUSSWIN NIGHT LATCHES  No. 1654, 60c; No. 3759, 75c; No. 3760, 90c; No. 8762, \$1.25; No. 7290, \$2.50; No. 1291, \$2.00; No. 1290, \$2.75; No. 2900, \$2.50; No. 7690, \$2.75; No. 690C, \$3.00.  NIGHT LATCHES—OORBIN  No. 352, 90c; No. 353, 75c; No. 0357, \$1.75; No. 358, \$2.00; No. 356, \$2.50; No. 374, \$2.50; No. 356\forall, \$2.75.  BIGHT LATCHES—Vale:	SANDP. 35c No. EMERY LANE: Con Rass Fancy Gen Sid Sid Sid Sid Sid 11 14 14 14 17 8" Holloo	APER—; No. : ;	-2 sheets ½, 85c; Sc; No. H—10c d:	s for 5c. No. 1, S, 50c. sheet st  akes. inch and nch and Rabbet— All wid —All wid	t per qu 40c; No raight. Bincott\$1.1 d under under aunder. di under ths dths asing .90 1.00 1.35	ire, No 1 1/5, 4  a Jack b 1.8i 1.8i 1.8i  per pai ths	00, 85c; No. : Fore 5 \$1.65 5 1.75  Meeting Ir ingle 1.00 1.00 1.25	Jointer \$2.10 2.15 \$.70 \$.60 2.00 1.65 1.65 1.25 1.25 1.25 1.35
3-ft., \$8.40; 4-ft., \$11.20; 5-ft., \$14; 6-ft., \$15.40; 75 feet or over, 2c sq. ft.; less quantity, 2\(^1\)c sq. ft.; price for galvanized after, add 15 per cent to the above roll prices.  NETTING—(For Plasterers' Use)—Galvanized before, 1-in., No. 19, 18c sq. yd.; 1-in., No. 18, 20c sq. yd. Galvanized after, 1-in., No. 20, 18c sq. yd.; 1-in., No. 19, 19c sq. yd.; 1-in., No. 18, 21c sq. yd.; 1-in., No. 19, 19c sq. yd.; 1-in., No. 18, 21c sq. yd.; 1-in., No. 19, 19c sq. yd.; 1-in., No. 18, 21c sq. yd.; 1-in., No. 19, 19c sq. yd.; 1-in., No. 18, 21c sq. yd.; 1-in., No. 19, 19c sq. yd.; 1-in., No. 18, 21c sq. yd.; 1-in., No. 19, 19c sq. yd.; 1-in., No. 18, 21c sq. yd.; 1-in., No. 19c sq. yd.; 1-in., No. 19c sq. yd.; 1-in., No. 19c sq. yd.; 10c sq. yd.;	SANDP. 35c No. EMERY CLANE: Con Rass Fancy Gen Sid Sid Sid Sid 11 14 15 17 17 17 17 17 17 17 17 17 17 17 17 17	APER—; No. : ; No. : ; No. : ; Yes, Wee imon	-2 sheets ½, 85c; 5c; No. H—10c d:	i for 5c. No. 1, S, 50c. sheet st  akes. inch and nch and Rabbet— All wid —All wid bet 0;	t per qu 40c; No raight. Bincott\$1.1 d under under aunder. di under ths dths asing .90 1.00 1.35	ire, No 1 1/5, 4  a Jack b 1.8i 1.8i 1.8i  per pai ths	00, 85c; No. : Fore 5 \$1.65	Jointer \$2.10 2.15 \$.70 \$.60 2.00 1.65 1.65 1.25 1.25 1.25 1.35
3-ft., \$8.40; 4-ft., \$11.20; 5-ft., \$14; 6-ft., \$15.40; 75 feet or over, 2c sq. ft.; less quantity, 2\footnote{\psi}c sq. ft.; price for galvanized after, add 15 per cent to the above roll prices.  NETTING—(For Plasterers' Use)—Galvanized before, 1-in., No. 19, 18c sq. yd.; 1-in., No. 18, 20c sq. yd. Galvanized after, 1-in., No. 20, 18c sq. yd.; 1-in., No. 19, 19c sq yd.; 1-in., No. 18, 21c sq. yd.  NUMBERS—House.  Aluminum, \$\footnote{\psi} 5 \text{c} \text{c} \text{sq. yd.}  No. 1696.  Fancy set of four, \$\footnote{\psi} 6 \text{ 4" 75c set.}  Is lets of 24 or more, price is open.  RUSSWIN NIGHT LATCHES  No. 1696. \$\footnote{\psi} 82.50; No. 1291, \$\footnote{\psi} 2.00; No. 1290, \$\footnote{\psi} 2.25; No. 7290, \$\footnote{\psi} 2.50; No. 1291, \$\footnote{\psi} 2.00; No. 7690, \$\footnote{\psi} 2.75; No. 690, \$\footnote{\psi} 2.75; No. 690, \$\footnote{\psi} 2.75; No. 690, \$\footnote{\psi} 2.75; No. 356, \$\footnote{\psi} 2.50; No. 374, \$\footnote{\psi} 2.50; No. 356, \$\footnote{\psi} 2.50; No. 374, \$\footnote{\psi} 2.50; No. 364, \$\footnote{\psi} 2.75.  BIGHT LATCHES—Vale:  No. 28 90c; No. 26, 75c; No. 37, \$\footnote{\psi} 2.50; No. 44, \$\footnote{\psi} 2.50; No. 42, \$\footnote{\psi} 2.50; No. 44, \$\footnote{\psi} 2.50; No. 44, \$\footnote{\psi} 2.50; No. 44, \$\footnote{\psi} 2.50; No. 46, \$\footnote{\psi} 2.50; No. 049, \$\footnote{\psi} 2.50; No. 44, \$\footnote{\psi} 2.50; No. 46, \$\footnote{\psi} 2.50; No. 049, \$\footnote{\psi} 2.50; No. 44, \$\footnote{\psi} 2.50; No. 44, \$\footnote{\psi} 2.50; No. 44, \$\footnote{\psi} 2.50; No. 44, \$\footnote{\psi} 2.50; No. 46, \$\footnote{\psi} 2.50; No. 49, \$\footnote{\psi} 2.50; No. 44	SANDP. 35c No. EMERY CLANES Fancy Con Rass Fancy Sid Sid Sid Sid Sid 11 11 14 15 16 17 11 17 11 17 11 17 11 17 18 18 18 18 18 18 18 18 18 18 18 18 18	APER—; No. : ; No. : ; No. : ; No. : ; 2½, 4 CLOT: — Wood ter Be e Bead tch Pla e Hand e Stop ew Sto  8  8  8  8  8  8  8  8  8  8  8  8  8	-2 sheets ½, 85c; 5c; No. H—10c d:	s for 5c. No. 1, S, 50c. sheet st  akes. inch and nch and Rabbet— All wid —All wid bet 0; sto 18 \$1.40 \$ gonal:, 90c;, 90c;	; per qu 40c; No raight. Smooth \$1.1 4 under under i under under 4 under under 4 under 4 under 4 under 4 under 4 under 5 u	ire, No 1 1/5, 4  Jack 0 \$1.38  1.38  per pai ths	00, 85c; No. : Fore 5 \$1.65 5 1.75  Meeting Ir ingle 1.00 1.00 1.25	Jointer \$2.10 2.15 \$.70 \$.60 2.00 1.65 1.65 1.25 1.25 1.25 1.35
3-ft., \$8.40; 4-ft., \$11.20; 5-ft., \$14; 6-ft., \$15.40; 75 feet or over, 2c sq. ft.; less quantity, 2\(^1\)c sq. ft.; price for galvanized after, add 15 per cent to the above roll prices.  NETTING—(For Plasterers' Use)—Galvanized before, 1-in., No. 19, 18c sq. yd.; 1-in., No. 18, 20c sq. yd. Galvanized after, 1-in., No. 20, 18c sq. yd.; 1-in., No. 19, 19c sq. yd.; 1-in., No. 18, 21c sq. yd.; 1-in., No. 19, 19c sq. yd.; 1-in., No. 18, 21c sq. yd.  NUMBERS—House. Aluminum, 3" 5c each. Aluminum Cast, 3" 10c each. Panc- BB. LB. & AC. 3-in. & 4-in., 25c each. Panc- BB. LB. & AC. 3-in. & 4-in., 25c each. Pancy set of four, 3" & 4" 75c set. Ia lots of 24 or more, price is open.  RUSSWIN NIGHT LATCHES  No. 1654, 60c; No. 3759, 75c; No. 3760, 90c; No. 8762, \$1.25; No. 1292, \$1.75; No. 1290, \$2.25; No. 7290, \$2.50; No. 1690, \$2.50; No. 7690, \$2.75; No. 290, \$2.50; No. 290C, \$2.75; No. 690C, \$3.00.  NIGHT LATCHES—CORBIN  No. 352, 90c; No. 353, 75c; No. 0357, \$1.75; No. 358, \$2.00; No. 356, \$2.50; No. 374, \$2.50; No. 356, \$2.75.  BIGHT LATCHES—Vale:  No. 28 90c; No. 26, 75c; No. 33, \$1.75; No. 84, \$2; No. 37, \$2.25; No. 042, \$2.50; No. 44, \$3.25; No. 46, \$3.25; No. 049, \$3.  OVERALLS—  Heavy Duck, all makes, to 40 inches, \$1.75.	SANDP. 35c No. EMERY CLANE: Con Res Fancy Sid Sid Sid Sid Sid 11 14 17 17 17 17 17 17 17 17 17 17 17 17 17	APER—; No. : ; No. : ; No. : ; Yes and ter Be abode the Be abode Stop ew Sto  Stop ew	-2 sheets ½, 85c; 5c; No. H—10c d:	i for 5c. No. 1, S, 50c. sheet st  akes. inch and nch and Rabbet— All wid —All wid  bet  0; i to 18 11.40  gonal: 90c; Bimilar:	per qu 40c; No raight, 8mootl\$1.1 4 under underAll wide ths 4 under - 1 under - 21 1 under - 3.90 1.00 1.00 1.25	ire, No 1 1/5, 4  Jack 0 \$1.38  1.38  Per paiths	00, 85c; No. : Fore 5 \$1.65 5 1.75	Jointer \$3.10 2.15 \$.70 60 2.00 1.35 1.65 1.85 1.25 1.25 1.25 1.25 2.26 \$2.26
3-ft., \$8.40; 4-ft., \$11.20; 5-ft., \$14; 6-ft., \$15.40; 75 feet or over, 2c sq. ft.; less quantity, 2\footnote{\psi}c sq. ft.; price for galvanized after, add 15 per cent to the above roll prices.  NETTING—(For Plasterers' Use)—Galvanized before, 1-in., No. 19, 18c sq. yd.; 1-in., No. 18, 20c sq. yd. Galvanized after, 1-in., No. 20, 18c sq. yd.; 1-in., No. 19, 19c sq. yd.; 1-in., No. 18, 21c sq. yd.; 1-in., No. 19, 19c sq. yd.; 1-in., No. 18, 21c sq. yd.; 1-in., No. 19, 19c sq. yd.; 1-in., No. 18, 21c sq. yd.; 1-in., No. 19, 19c sq. yd.; 1-in., No. 18, 21c sq. yd.; 1-in., No. 19, 19c sq. yd.; 1-in., No. 18, 21c sq. yd.; 1-in., No. 19, 19c sq. yd.; 1-in., No. 19c sq. yd.; 1-in., No. 19, 19c sq. yd.; 1-in., No. 19, 19c sq. yd.; 1-in., No. 19c sq. yd.; 1-in.,	SANDP. 35c No. Comes Fancy Comes Sid Sid Sid Sid Sid Fancy F	APER—; No. : ; No. : ; No. : ; Yes a Bead- ter Bead- ter Bead be Hand be Hand be Hand be Hand ch Plan	-2 sheets ½, 85c; 5c; No. H—10c d:	i for 5c. No. 1, S, 50c. Sheet st  akes. inch and nch and Rabbet— All wid  All wid  Bl.40 \$ gonal: 90c; Similar:	## per qu 40c; No raight. Bimootl \$1.1 \$1.1 wid this \$1.1 wid this \$1.00 1.00 1.35	ire, No 1 1/5, 4  Jack 1 31.81  per pailths	00, 85c; No.: Fore 5 \$1.65 5 1.75  Meeting Ir ingle 1.00 1.00 1.25	Jointer \$2.10 2.15 \$.70 \$.00 2.00 1.65 1.65 1.25 1.25 1.25 1.25 1.25 2.20 \$2.20 \$2.20 \$2.20 \$2.20 \$2.20 \$2.20 \$2.20 \$2.20 \$2.25
3-ft., \$8.40; 4-ft., \$11.20; 5-ft., \$14; 6-ft., \$15.40; 75 feet or over, 2c sq. ft.; less quantity, 2\footnote{\psi}c sq. ft.; price for galvanized after, add 15 per cent to the above roll prices.  NETTING—(For Plasterers' Use)—Galvanized before, 1-in., No. 19, 18c sq. yd.; 1-in., No. 18, 20c sq. yd. Galvanized after, 1-in., No. 20, 18c sq. yd.; 1-in., No. 19, 19c sq. yd.; 1-in., No. 18, 21c sq. yd.; 1-in., No. 19, 19c sq. yd.; 1-in., No. 18, 21c sq. yd.; 1-in., No. 19, 19c sq. yd.; 1-in., No. 18, 21c sq. yd.; 1-in., No. 19, 19c sq. yd.; 1-in., No. 18, 21c sq. yd.; 1-in., No. 19, 19c sq. yd.; 1-in., No. 18, 21c sq. yd.; 1-in., No. 19, 19c sq. yd.; 1-in., No. 19c sq. yd.; 1-in., No. 19, 19c sq. yd.; 1-in., No. 19, 19c sq. yd.; 1-in., No. 19c sq. yd.; 1-in.,	SANDPA 35c No. EMERY CLANET Con Ras Fancy Sid Sid Sid Sid Sid Sid Sid Fancy The sid S	APER—; No. : ; No. : ; No. : ; Yes and ter Be Bead the Bead Stopew Sto  Stopew Stopew Sto  Stopew Stopew Sto  Stopew Stopew Sto  Stopew	-2 sheets ½, 85c; 5c; No. H—10c d:	i for 5c. No. 1, S, 50c. Sheet st  akes. inch and nch and Rabbet— All wid  All wid  Bl.40 \$ gonal: 90c; Similar:	per qu 40c; No raight, 8mootl\$1.1 4 under underAll wid thsAll so 1.00 1.00 1.35  22 1.60 \$1 6-in., \$ 171½ .85	ire, No 1 1/5, 4  Jack 0 \$1.38  1.84  Per paiths	00, 85c; No.: Fore 5 \$1.65 5 1.75  Westing Ir ingle 1.00 1.00 1.00 1.00 1.25  98 94 .85 .85 & 12 ½	Jointer \$3.10 2.15 \$.70 60 2.00 1.25 1.65 1.85 1.25 1.25 1.25 1.25 1.25 2.25 2
3-ft, \$8.40; 4-ft., \$11.20; 5-ft., \$14; 6-ft., \$15.40; 75 feet or over, 2c sq. ft.; less quantity, 2\footnote{\psi}c sq. ft.; price for galvanized after, add 15 per cent to the above roll prices.  NETTING—(For Plasterers' Use)—Galvanized before, 1-in., No. 19, 18c sq. yd.; 1-in., No. 18, 20c sq. yd. Galvanized after, 1-in., No. 20, 18c sq. yd.; 1-in., No. 19, 19c sq. yd.; 1-in., No. 18, 21c sq. yd.  NUMBERS—House.  Aluminum, 8" 5c each. Aluminum Cast, 8" 10e each. Fanc: BB. LB. & AC. 3-in. & 4-in., 25c each. Fanc: BB. LB. & AC. 3-in. & 4-in., 25c each. Fanc: BB. LB. & AC. 3-in. & 4-in., 25c each. Fanc: BB. LB. & AC. 3-in. & 4-in., 25c each. Fanc: BB. LB. & AC. 3-in. & 4-in., 25c each. Fanc: BB. LB. & AC. 3-in. & 4-in., 25c each. Fanc: BB. LB. & AC. 3-in. & 4-in., 25c each. Fanc: BB. LB. & AC. 3-in. & 4-in., 25c each. Fanc: BB. LB. & AC. 3-in. & 4-in., 25c each. Fanc: BB. LB. & AC. 3-in. & 4-in., 25c each. Fanc: BB. LB. & AC. 3-in. & 4-in., 25c each. Fanc: BB. LB. & AC. 3-in. & 4-in., 25c each. Fanc: BB. LB. & AC. 3-in. & 4-in., 25c each. Fanc: BB. LB. & AC. 3-in. & 4-in., 25c each. Fanc: BB. LB. & AC. 3-in. & 4-in., 25c each. Fanc: BB. LB. & AC. 3-in. & 4-in., 25c each. Fanc: BB. LB. & AC. 3-in. & 4-in., 25c each. Fanc: BB. LB. & AC. 3-in. & 4-in., 25c each. Fanc: BB. LB. & AC. 3-in. & 4-in., 25c each. Fanc: BC. No. 1290, \$2.50; No. 3760, 90c; No. 3762, \$2.55; No. 1290, \$2.55; No. 1291, \$2.00; No. 7690, \$2.75; No. 690c; No. 2900, \$2.55; No. 376, \$2.50; No. 356, \$2.75; No. 356, \$2.75; No. 356, \$2.50; No. 374, \$2.50; No. 356, \$2.75; No. 26, 75c; No. 38, \$1.75; No. 34, \$2.75; No. 37, \$2.25; No. 26, 75c; No. 38, \$1.75; No. 34, \$2.50; No. 44, \$3.25; No. 46, \$3.25; No. 049, \$3.  OVERALLS—  Heavy Duck, all makes, to 40 inches, \$1.75.  PADLOOKS—CORBIN  No. 2969, \$1.25; No. 2970, \$1.75; No. 2971, \$1.80; No. 2972, \$2.10; No. 2978, \$2.25; No. 2974, \$2.60; No. 2975, \$3.10.	SANDP. 35c No. EMERY CLANE: Con Res Fancy Cen Sid Sid Sid Sid Sir 1 1 1 1 2 8 Hollor PLIERS 5-in Outlee Noo Pri Noo Pri Tooth	APER—; No. : ;	-2 sheets ½, 85c; 5c; No. H—10c d:	i for 5c. No. 1, S, 50c. Sheet st  akes. inch and nch and Rabbet— All wid  All wid  Bl.40 \$ gonal: 90c; Similar:	per qu 40c; No raight, 8mootl\$1.1 4 under underAll wid thsAll so 1.00 1.00 1.35  22 1.60 \$1 6-in., \$ 171½ .85	ire, No 1 1/5, 4  Jack 0 \$1.38  1.84  Per paiths	00, 85c; No.: Fore 5 \$1.65 5 1.75  Westing Ir ingle 1.00 1.00 1.00 1.00 1.25  98 94 .85 .85 & 12 1/2	Jointer \$2.10 2.15 \$.70 \$.00 2.00 1.65 1.65 1.25 1.25 1.25 1.25 1.25 2.20 \$2.20 \$2.20 \$2.20 \$2.20 \$2.20 \$2.20 \$2.20 \$2.20 \$2.25
3-ft, \$8.40; 4-ft., \$11.20; 5-ft., \$14; 6-ft., \$15.40; 75 feet or over, 2c sq. ft.; less quantity, 2\(^1\)c sq. ft.; price for galvanized after, add 15 per cent to the above roll prices.  NETTING—(For Plasterers' Use)—Galvanized before, 1-in., No. 19, 18c sq. yd.; 1-in., No. 18, 20c sq. yd. Galvanized after, 1-in., No. 20, 18c sq. yd.; 1-in., No. 19, 19c sq yd.; 1-in., No. 18, 21c sq. yd.; 1-in., No. 19, 19c sq yd.; 1-in., No. 18, 21c sq. yd.; 1-in., No. 19, 19c sq yd.; 1-in., No. 18, 21c sq. yd.  NUMBERS—House.  Aluminum, 8" 5c each. Aluminum Cast, 8" 10c each. Fanc BB. LB. \$AC. 3-in. \$A-in., 25c each. Fancy set of four, 8" \$A' 75c set.  Ia lets of 24 or more, price is open.  RUSSWIN NIGHT LATCHES  No. 1654, 60c; No. 3759, 75c; No. 3760, 90c; No. 8762, \$1.25; No. 1292, \$1.75; No. 1291, \$2.00; No. 1290, \$2.25; No. 7290, \$2.50; No. 1690, \$2.50; No. 7690, \$2.75; No. 690C, \$3.00.  NGHT LATCHES—CORBIN  No. 352, 90c; No. 353, 75c; No. 0357, \$1.75; No. 358, \$2.00; No. 356, \$2.50; No. 374, \$2.50; No. 356\(^1\), \$2.75.  BIGHT LATCHES—Vale:  No. 28 90c; No. 26, 75c; No. 33, \$1.75; No. 34, \$2; No. 37, \$2.25; No. 46, \$3.25; No. 049, \$3.  OVERALLS—  Heavy Duck, all makes, to 40 inches, \$1.75.  PADLOOKS—CORBIN  No. 2969, \$1.25; No. 2970, \$1.75; No. 2971, \$1.80; No. 2975, \$3.10.  PADLOOKS—Vale:  No. 800 \$2.25; No. 813, \$1.75; No. 823, \$1.80; No. 838, \$1.75; No. 800 \$2.25; No. 813, \$1.75; No. 825, \$1.80; No. 838.	SANDP. 35c No. 25c No. EMERY CLANES Fancy Con Rass Fancy Sid	APER—; No. : ; 2 ½, 4 CLOT: .— ee	-2 sheets ½, 85c; 5c; No. H—10c d:	i for 5c. No. 1, S, 50c. Sheet st  akes. inch and nch and Rabbet— All wid  All wid  Bl.40 \$ gonal: 90c; Similar:	per qu 40c; No raight, 8mootl\$1.1 4 under underAll wid thsAll so 1.00 1.00 1.35  22 1.60 \$1 6-in., \$ 171½ .85	ire, No 1½, 4  a Jack 0 \$1.86 1.86 2 1.86 2 1.87 2 1.87 2 1.87 3 1.87	00, 85c; No. 1 Fore 5 \$1.65 5 1.75 5 1.75 1.75 1.00 1.00 1.00 1.00 1.25 1.25 1.25 1.25 1.25 1.25 1.25 1.25	Jointer \$3.10 2.15 \$.70 \$.00 2.00 2.05 1.65 vm Pouble \$1.35 1.35 1.35 1.35 1.35 1.35 1.35 1.35
3-ft., \$8.40; 4-ft., \$11.20; 5-ft., \$14; 6-ft., \$15.40; 75 feet or over, 2c sq. ft.; less quantity, 2\footnote{\psi}c sq. ft.; price for galvanized after, add 15 per cent to the above roll prices.  NETTING—(For Plasterers' Use)—Galvanized before, 1-in., No. 19, 18c sq. yd.; 1-in., No. 18, 20c sq. yd. Galvanized after, 1-in., No. 20, 18c sq. yd.; 1-in., No. 19, 19c sq. yd.; 1-in., No. 18, 21c sq. yd.  NUMBERS—House.  Aluminum, 8" 5c each. Aluminum Cast, 8" 10e each. Fanc: BB. LB. & AC. 3-in. & 4-in., 25c each. Fanc: BB. LB. & AC. 3-in. & 4-in., 25c each. Fancy set of four, 8" & 4" 75c set. Ia lots of 24 or more, price is open.  RUSSWIN NIGHT LATCHES  No. 1654, 60c; No. 3759, 75c; No. 3760, 90c; No. 3762, \$1.25: No. 1292, \$1.75; No. 1291, \$2.00; No. 1290, \$2.55: No. 7290, \$2.50; No. 1690, \$2.75; No. 690C, \$3.00.  NIGHT LATCHES—CORBIN  No. 352, 90c; No. 353, 75c; No. 0857, \$1.75; No. 358, \$2.00; No. 356, \$2.50; No. 374, \$2.50; No. 356\footnote{\phi}c, \$2.75.  BIGHT LATCHES—Yale: No. 28 90c; No. 26, 75c; No. 33, \$1.75; No. 34, \$2.75.  BIGHT LATCHES—Yale: No. 28 90c; No. 26, 75c; No. 38, \$1.75; No. 84, \$2; No. 37, \$2.25; No. 042, \$2.50; No. 42, \$2.50; No. 44, \$3.25; No. 46, \$3.25; No. 049, \$3.  OVERALLS—  Heavy Duck, all makes, to 40 inches, \$1.75.  PADLOCKS—CORBIN  No. 2969, \$1.25; No. 2970, \$1.75; No. 2971, \$1.80; No. 2972, \$3.10; No. 2973, \$2.35; No. 2974, \$2.60; No. 2975, \$3.10.  PADLOCKS—CORBIN No. 843, \$2.35; No. 858; \$2.60; No. 863, \$3.10.	SANDP. 35c No. Come Side Side Side Side Side Side Side Sid	APER—; No. : ; No. : ; No. : ; Yes and : ;	-2 sheets ½, 85c; 5c; No. H—10c d:	i for 5c. No. 1, S, 50c. sheet st	### per qu 40c; No raight. ### Bimost \$1.1 ### under i under i under di wid this diths	ire, No 1½, 4  a Jack 0 \$1.86 1.86 2 1.86 2 1.87 2 1.87 2 1.87 3 1.87	00, 85c; 0c; No.: Fore 5 \$1.65 5 1.75  Meeting Ir ingle 1.00 1.00 1.00 1.00 1.00 1.00 1.00 1.0	Jointer \$3.10 2.15 \$.70 \$.00 2.00 2.05 1.65 vm Pouble \$1.35 1.35 1.35 1.35 1.35 1.35 1.35 1.35
3-ft, \$8.40; 4-ft., \$11.20; 5-ft., \$14; 6-ft., \$15.40; 75 feet or over, 2c sq. ft.; less quantity, 2\footnote{\footnote{A}c} sq. ft.; price for galvanized after, add 15 per cent to the above roll prices.  NETTING—(For Plasterers' Use)—Galvanized before, 1-in., No. 19, 18c sq. yd.; 1-in., No. 18, 20c sq. yd. Galvanized after, 1-in., No. 20, 18c sq. yd.; 1-in., No. 19, 19c sq. yd.; 1-in., No. 18, 21c sq. yd.  NUMBERS—House.  Aluminum, \$\footnote{B}\$ 5c each. Aluminum Cast, \$\footnote{B}\$" 10c each. Fanc BB. LB. \$\phi\$ AC. 3-in. \$\phi\$ 4-in., 25c each.  Fancy set of four, \$\footnote{B}\$" \$\phi\$ 4" 75c set.  In lots of 24 or more, price is open.  RUSSWIN NIGHT LATCHES  No. 1654, 60c; No. 3759, 75c; No. 3760, 90c; No. 8762, \$1.25; No. 1292, \$1.75; No. 1291, \$2.00; No. 1290, \$2.25; No. 7290, \$2.50; No. 1690, \$2.50; No. 7690, \$2.75; No. 290, \$2.50; No. 290C, \$2.75; No. 690, \$2.75; No. 690C, \$3.00.  NIGHT LATCHES——CORBIN  No. 352, 90c; No. 353, 75c; No. 0357, \$1.75; No. 358, \$2.00; No. 356, \$2.50; No. 374, \$2.50; No. 356\footnote{A}\$, \$2.75.  BIGHT LATCHESE—Vale:  No. 28 90c; No. 26, 75c; No. 374, \$2.50; No. 34, \$2; No. 37, \$2.25; No. 042, \$2.50; No. 42, \$2.50; No. 44, \$3.25; No. 46, \$8.25; No. 049, \$3.  OVERALLS—  O Heavy Duck, all makes, to 40 inches, \$1.75.  PADLOCKS—CORBIN  No. 2969, \$1.25; No. 2970, \$1.75; No. 2971, \$1.80; No. 2975, \$3.10.  PADLOCKS—Yale:  No. 800 \$2.25: No. 813, \$1.75; No. 825, \$1.80; No. 833, \$3.10.  PALLS—Galvanized—8.qt. 45c; 10-qt. 55c; 12-qt. 60c; No. 241.	SANDP. 35c No. Come Side Side Side Side Side Side Side Sid	APER—; No. : ; No. : ; No. : ; Yes and : ;	-2 sheets ½, 85c; 5c; No. H—10c d:	i for 5c. No. 1, S, 50c. sheet st	per qu 40c; No raight, 8mootl\$1.1\$1 d under under under, - under, - dil wic ths dths dths asing 3.90 1.00 1.00 1.35 22 21 6-in., 3 2171% .85	ire, No 1 1/5, 4  a Jack to \$1.8i  1.8i  per pai liha	00, 85c; No. 1 Fore 5 \$1.65 5 1.75 5 1.75 5 1.75 1.75 1.75 1.75 1.	Jointer \$3.10 2.15 \$70 \$60 \$2.00 \$1.25 1.25 1.25 1.35 1.35 1.35 1.35 1.35 1.35 1.35 1.3
3-ft., \$8.40; 4-ft., \$11.20; 5-ft., \$14; 6-ft., \$15.40; 75 feet or over, 2c sq. ft.; less quantity, 2\(^1\)c sq. ft.; price for galvanized after, add 15 per cent to the above roll prices.  NETTING—(For Plasterers' Use)—Galvanized before, 1-in., No. 19, 18c sq. yd.; 1-in., No. 18, 20c sq. yd. Galvanized after, 1-in., No. 20, 18c sq. yd.; 1-in., No. 19, 19c sq. yd.; 1-in., No. 18, 21c sq. yd.  NUMBERS—House.  Aluminum, \$\begin{align*} 5c each. Aluminum Cast, \$\begin{align*} 10e each. Fanc: BB. LB. & AC. 3-in. & 4-in., 25c each. Fanc: BB. LB. & S. 75c; No. 1690, \$2.55; No. 690, \$2.75; No. 358, \$2.00; No. 356, \$2.50; No. 374, \$2.50; No. 356, \$2.50; No. 356, \$2.50; No. 374, \$2.50; No. 366, \$2.50; No. 374, \$2.50; No. 344, \$2.50; No. 37, \$2.25; No. 042, \$2.50; No. 38, \$1.75; No. 84, \$2.50; No. 44, \$3.25; No. 46, \$8.25; No. 049, \$3.  OVERALLS—  Heavy Duck, all makes, to 40 inches, \$1.75.  PADLOCKS—OORBIN  P. No. 2969, \$1.25; No. 2970, \$1.75; No. 2971, \$1.80; No. 2972, \$2.10; No. 2973, \$2.25; No. 2974, \$2.60; No. 2975, \$2.10; No. 843, \$2.35; No. 858; \$2.60; N	SANDP. 35c No. Come Side Side Side Side Side Side Side Sid	APER—; No. : ; 2 ½, 4 CLOT:	-2 sheets ½, 85c; 5c; No. H—10c d:	i for 5c. No. 1, S, 50c. sheet st	per qu 40c; No raight. Bmootl\$1.1\$1 d under under All wid ths All wid ths asing 1.90 1.00 1.00 1.25 22 21 1.60 \$1 6-in., \$ \$ 171½ .85	ire, No 1 1/5, 4  a Jack to \$1.38  a Jack to \$1.38  b \$1.38  per pailths	00, 85c; No. 1 Fore 5 \$1.65 5 1.75 5 1.75 1.75 1.00 1.00 1.00 1.00 1.25 1.25 1.25 1.25 1.25 1.25 1.25 1.25	Jointer \$2.10 2.15 \$70 \$60 2.00 1.25 1.25 1.25 1.25 1.25 1.
3-ft, \$8.40; 4-ft., \$11.20; 5-ft., \$14; 6-ft., \$15.40; 75 feet or over, 2c sq. ft.; less quantity, 2\footnote{\footnote{A}c} sq. ft.; price for galvanized after, add 15 per cent to the above roll prices.  NETTING—(For Plasterers' Use)—Galvanized before, 1-in., No. 19, 18c sq. yd.; 1-in., No. 18, 20c sq. yd.; Galvanized after, 1-in., No. 20, 18c sq. yd.; 1-in., No. 19, 19c sq. yd.; 1-in., No. 18, 21c sq. yd.  NUMBERS—House.  Aluminum, \$\footnote{B}\$ 5c each. Aluminum Cast, \$\footnote{B}\$" 10c each. Fanc BB. LB. \$\phi\$ AC. \$\footnote{A}\$ 10c each. Fancy set of four, \$\footnote{B}\$" \$\phi\$ 4" 75c set.  Is lets of 24 or more, price is open.  RUSSWIN NIGHT LATCHES  No. 1654, 60c; No. 3759, 75c; No. 3760, 90c; No. 8762, \$1.25; No. 1292, \$1.75; No. 1291, \$2.00; No. 1290, \$2.25; No. 7290, \$2.50; No. 1690, \$2.50; No. 7690, \$2.75; No. 290, \$2.50; No. 290C, \$2.75; No. 690, \$2.75; No. 690C, \$3.00.  NIGHT LATCHES—OORBIN  No. 352, 90c; No. 353, 75c; No. 0357, \$1.75; No. 358, \$2.00; No. 356, \$2.50; No. 374, \$2.50; No. 356\footnote{A}\$, \$2.75.  BIGHT LATCHES—Vale:  No. 28 90c; No. 26, 75c; No. 374, \$2.50; No. 34, \$2; No. 37, \$2.25; No. 042, \$2.50; No. 42, \$2.50; No. 44, \$3.25; No. 46, \$8.25; No. 049, \$3.  OVERALLS—  Heavy Duck, all makes, to 40 inches, \$1.75.  PADLOOKS—OORBIN  No. 2969, \$1.25; No. 2970, \$1.75; No. 2971, \$1.80; No. 2975, \$3.10.  PADLOOKS—Yale:  No. 800 \$2.25; No. 813, \$1.75; No. 823, \$1.80; No. 82975, \$3.10.  PALLS—Galvanized—8-qt. 45c; 10-qt., 55c 12-qt., 60c; 16-qt., \$1.80; 20-qt., \$1.80; 20-qt., \$1.80; 20-qt., \$1.80; 20-qt., \$5.50; 20-qt., \$1.80; 10-qt., 55c 20-qt., \$1.80; 10-qt., 50c	SANDP. 35c No. Come Side Side Side Side Side Side Side Sid	APER—; No. : ; No. : ; No. : ; Yes and ter Be a Bead ter	-2 sheets ½, 85c; Soc; Soc; No. H—10c d:	i for 5c. No. 1, 5, 50c. Shoet st. S	per que doc; No raight. Smooth \$1.1 \$1.1 wider asing \$1.00 1.00 1.35 \$1.60 \$1 \$1.60 \$1 \$1.71 % \$1.	ire, No 1½, 4  a Jack to \$1.80  b \$1.81  per pai ths	00, 85c; No.: Fore 5 \$1.65 5 1.75 5 1.75 6 1	Jointer \$3.10 2.15 \$70 \$60 \$2.00 \$1.25 1.25 1.25 1.35 1.35 1.35 1.35 1.35 1.35 1.35 1.3
3-ft, \$8.40; 4-ft., \$11.20; 5-ft., \$14; 6-ft., \$15.40; 75 feet or over, 2c sq. ft.; less quantity, 2\(^1\)c sq. ft.; price for galvanized after, add 15 per cent to the above roll prices.  NETTING—(For Plasterers' Use)—Galvanized before, 1-in., No. 19, 18c sq. yd.; 1-in., No. 18, 20c sq. yd. Galvanized after, 1-in., No. 20, 18c sq. yd.; 1-in., No. 19, 19c sq yd.; 1-in., No. 18, 21c sq. yd.; 1-in., No. 19, 19c sq yd.; 1-in., No. 18, 21c sq. yd.; 1-in., No. 19, 19c sq yd.; 1-in., No. 18, 21c sq. yd.; 1-in., No. 19, 19c sq. yd.; 1-in., No. 18, 21c sq. yd.; 1-in., No. 19, 19c sq. yd.; 1-in., No. 18, 21c sq. yd.; 1-in., No. 19, 19c sq. yd.; 1-in., No. 18, 21c sq. yd.; 1-in., No. 19, 19c sq. yd.; 1-in., No. 18, 21c sq. yd.; 1-in., No. 19, 19c sq. yd.; 1-in., No. 19c sq.	SANDP. 35c No. 100 EMERY CLANES Con Ras Fancy Sid	APER—; No. : ; No. : ; No. : ; Yes and ter Be a Bead ter	-2 sheets ½, 85c; 5c; No. H—10c d:	i for 5c. No. 1, S, 50c. sheet st  sheet	per qu 40c; No raight. Bimost	ire, No 1 1/5, 4  a Jack to \$1.38  a Jack to \$1.38  b \$1.38  per pailths	00, 85c; No. 1 Fore 5 \$1.65 5 1.75 5 1.75 5 1.75 1.75 1.75 1.75 1.	Jointer \$3.10 2.15 \$70
3-ft., \$8.40; 4-ft., \$11.20; 5-ft., \$14; 6-ft., \$15.40; 75 feet or over, 2c sq. ft.; less quantity, 2\(^1\)c sq. ft.; price for galvanized after, add 15 per cent to the above roll prices.  NETTING—(For Plasterers' Use)—Galvanized before, 1-in., No. 19, 18c sq. yd.; 1-in., No. 18, 20c sq. yd.; Galvanized after, 1-in., No. 20, 18c sq. yd.; 1-in., No. 19, 19c sq. yd.; 1-in., No. 18, 21c sq. yd.  NUMBERS—House.  Aluminum, 3" 5c each. Aluminum Cast, 3" 10c each. Fanc BB. LB. & AC. 3-in. & 4-in., 25c each.  Fancy set of four, 3" & 4" 75c set.  Ia lets of 24 or more, price is open.  RUSSWIN NIGHT LATCHES  No. 1654, 60c; No. 3759, 75c; No. 3760, 90c; No. 8762, \$1.25; No. 1292, \$1.75; No. 1291, \$2.00; No. 1290, \$2.25; No. 7290, \$2.50; No. 1690, \$2.50; No. 7690, \$2.75; No. 690C, \$3.00.  NGHT LATCHES—OORBIN  No. 352, 90c; No. 353, 75c; No. 0357, \$1.75; No. 358, \$2.00; No. 356, \$2.50; No. 374, \$2.50; No. 356\(^1\), \$2.75.  HIGHT LATCHES—Vale:  No. 28 90c; No. 26, 75c; No. 37, \$1.75; No. 34, \$2.75.  HIGHT LATCHES—Vale:  No. 28 90c; No. 46, \$3.25; No. 049, \$3.  OVERALLS—  Heavy Duck, all makes, to 40 inches, \$1.75.  PADLOOKS—OORBIN  No. 2969, \$1.25; No. 2970, \$1.75; No. 2971, \$1.80; No. 2975, \$3.10.  PADLOOKS—CORBIN  No. 2969, \$1.25; No. 2978, \$2.35; No. 2974, \$2.60; No. 2975, \$3.10.  PADLOOKS—Vale:  No. 803, \$2.25; No. 813, \$1.75; No. 2971, \$1.80; No. 2975, \$3.10.  PALLOOKS—Vale:  No. 803, \$2.25; No. 813, \$1.75; No. 825, \$1.80; No. 833, \$2.10; No. 843, \$2.35; No. 858; \$2.60; No. 863, \$3.10.  PAILS—Galvanized—8-qt. 45c; 10-qt., 55c 12-qt., 60c; 14-qt., 70c; 16-qt., \$30c.  Stock Pails. 12-qt., 80c; 14-qt., 90c; 16-qt., \$1; 18-qt., 65c; 20-qt., \$1.35.	SANDP. 35c No. EMERY CLANES Fancy Con Rass Fancy Sid	APER—; No. : ; No. : ; No. : ; 2 ½, 4 CLOT:	-2 sheets ½, 85c; Soc; Soc; No. H—10c d:	i for 5c. No. 1, S, 50c. sheet st  sheet	per que doc; No raight. Smooth \$1.1 \$1.1 wider asing \$1.00 1.00 1.35 \$1.60 \$1 \$1.60 \$1 \$1.71 % \$1.	ire, No 1½, 4  a Jack to \$1.80  b \$1.81  per pai ths	00, 85c; No.: Fore 5 \$1.65 5 1.75  Meeting Ir ingle 1.00 1.00 1.25  5 28 00 \$2.10  93 94 .85 .85 .81  \$ 123 3.85 .81	Jointer \$3.10 2.15 \$70 \$3.00 2.00 1.25 1.25 1.25 1.25 1.25 1.25 1.25
3-ft., \$8.40; 4-ft., \$11.20; 5-ft., \$14; 6-ft., \$15.40; 75 feet or over, 2c sq. ft.; less quantity, 2\(^1\)c sq. ft.; price for galvanized after, add 15 per cent to the above roll prices.  NETTING—(For Plasterers' Use)—Galvanized before, 1-in., No. 19, 18c sq. yd.; 1-in., No. 18, 20c sq. yd. Galvanized after, 1-in., No. 20, 18c sq. yd.; 1-in., No. 19, 19c sq. yd.; 1-in., No. 18, 21c sq. yd.  NUMBERS—House.  Aluminum, 8" 5c each. Aluminum Cast, 8" 10c each. Fanc: BB. LB. & AC. 3-in. & 4-in., 25c each. Fancy set of four, 8" & 4" 75c set.  In lets of 24 or more, price is open.  RUSSWIN NIGHT LATCHES  No. 1654, 60c; No. 3759, 75c; No. 3760, 90c; No. 3762, \$1.25: No. 1292, \$1.75; No. 1291, \$2.00; No. 1290, \$2.25: No. 7290, \$2.50; No. 1690, \$2.75; No. 690C, \$3.00.  NIGHT LATCHES—CORBIN No. 35c, \$2.50; No. 357, \$1.75; No. 358, \$2.00; No. 356, \$2.50; No. 374, \$2.50; No. 356\(^1\), \$2.75.  No. 28 90c; No. 26, 75c; No. 383, \$1.75; No. 36\(^1\), \$2.75.  No. 28 90c; No. 26, 75c; No. 38, \$1.75; No. 84, \$2; No. 37, \$2.25; No. 042, \$2.50; No. 42, \$2.50; No. 44, \$3.25; No. 46, \$3.25; No. 049, \$3.  OVERALLS—  Heavy Duck, all makes, to 40 inches, \$1.75.  PADLOOKS—CORBIN No. 2969, \$1.25; No. 2970, \$1.75; No. 2971, \$1.80; No. 2972, \$2.10; No. 2978, \$2.35; No. 2974, \$2.60; No. 2975, \$3.10.  PADLOOKS—CORBIN No. 364, \$2.35; No. 813, *1.75; No. 2971, \$1.80; No. 2972, \$2.10; No. 2978, \$2.35; No. 2974, \$2.60; No. 2975, \$3.10.  PADLOOKS—CORBIN No. 364, \$2.35; No. 813, *1.75; No. 828, \$1.80; No. 838, \$2.10; No. 843, \$2.35; No. 858; \$2.60; No. 863, \$3.10.  PADLOOKS—CORBIN No. 643, \$2.35; No. 858; \$2.60; No. 863, \$3.10.  PALLOOKS—Tale: No. 843, \$2.35; No. 858; \$2.60; No. 863, \$3.10.  PALLOOKS—Tale: No. 843, \$2.35; No. 858; \$2.60; No. 863, \$3.10.  PALLOOKS—Tale: No. 640, \$2.25; No. 818, *1.75; No. 828, \$1.80; No. 838, \$2.10; No. 843, \$2.35; No. 858; \$2.60; No. 863, \$3.10.  PALLOOKS—Tale: No. 843, \$2.35; No. 858; \$2.60; No. 863, \$3.10.  PALLOOKS—Tale: No. 840, \$2.25; No. 840; \$2.40; \$2.40; \$2.40; \$2.40; \$2.40; \$2.40; \$2.40; \$2.40; \$2.40; \$2.4	SANDP. 35c No. 25c No. Comercy Comercy Comercy Comercy Comercy Side Side Side Side Side Side Side Side	APER—; No. : ; No. : ; No. : ; Yes and ter Bee Bead the Hand a Hand a Stop ew Sto  ### Stop ew Sto  ### Stop ew Stop e	-2 sheets ½, 85c; 5c; No. H—10c d:	i for 5c. No. 1, S, 50c. sheet st  akes. inch and nch and Rabbet— All wid —All wid  All wid  St. 90c; Similar: 90c; Similar: 90c; Similar: 90c; Similar: 90c; Similar:	per qu 40c; No raight, 8mootl\$1.1\$1.1 d under underAll wid ths dths asing90 1.00 1.00 1.00 1.05 1.60 \$1 6-in., \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	ire, No 1½, 4  a Jack 0 \$1.8i 1.8i 2.85  1.1.50 1.50 1.50 1.50 1.60 1.60 1.60 1.60 1.60 1.60 1.60 1.6	00, 85c; No. 1 Fore 5 \$1.65 5 1.75 5 1.75 1.00 1.00 1.00 1.00 1.00 1.25 28 28 28 31.75 4 9.90 20 1.90	Jointer \$3.10
3-ft., \$8.40; 4-ft., \$11.20; 5-ft., \$14; 6-ft., \$15.40; 75 feet or over, 2c sq. ft.; less quantity, 2\(^1\)c sq. ft.; price for galvanized after, add 15 per cent to the above roll prices.  NETTING—(For Plasterers' Use)—Galvanized before, 1-in., No. 19, 18c sq. yd.; 1-in., No. 18, 20c sq. yd. Galvanized after, 1-in., No. 20, 18c sq. yd.; 1-in., No. 19, 19c sq. yd.; 1-in., No. 18, 21c sq. yd.  NUMBERS—House.  Aluminum, 3" 5c each. Aluminum Cast, 3" 10c each. Fanc BB. LB. & AC. 3-in. & 4-in., 25c each.  Fancy set of four, 3" & 4" 75c set.  Ia lets of 24 or more, price is open.  RUSSWIN NIGHT LATCHES  No. 1654, 60c; No. 3759, 75c; No. 3760, 90c; No. 8762, \$1.25; No. 1292, \$1.75; No. 1291, \$2.00; No. 1290, \$2.25; No. 7290, \$2.50; No. 1690, \$2.50; No. 7690, \$2.75; No. 690C, \$3.00.  No. 690C, \$3.00.  NGHT LATCHES—CORBIN  No. 352, 90c; No. 353, 75c; No. 0357, \$1.75; No. 358, \$2.00; No. 356, \$2.50; No. 374, \$2.50; No. 356\(^1\), \$2.75.  BIGHT LATCHES—Vale:  No. 28 90c; No. 26, 75c; No. 33, \$1.75; No. 34, \$2.75.  BIGHT LATCHES—Vale:  No. 28 90c; No. 26, 75c; No. 33, \$1.75; No. 34, \$2; No. 37, \$2.25; No. 042, \$2.50; No. 42, \$2.50; No. 44, \$3.25; No. 46, \$3.25; No. 049, \$3.  OVERALLS—  Heavy Duck, all makes, to 40 inches, \$1.75.  PADLOOKS—CORBIN  No. 2969, \$1.25; No. 2970, \$1.75; No. 2971, \$1.80; No. 2975, \$3.10.  PADLOOKS—Vale:  No. 800, \$2.25; No. 813, \$1.75; No. 2974, \$2.60; No. 2975, \$3.10.  PALLOOKS—Vale:  No. 800, \$2.25; No. 813, \$1.75; No. 825, \$1.80; No. 838, \$2.10; No. 843, \$2.35; No. 858; \$2.60; No. 863, \$3.10.  PALLOOKS—Vale:  No. 80, \$2.25; No. 813, \$1.75; No. 2974, \$2.60; No. 65c; 20-qt., \$1.35.  PAPER—Building:  1 Ply 2 Ply 3 Ply 4 Ply P. & B., 1000 ft\$3.60 \$5.40 \$7.40 \$9.40 Malthine, 1000 ft\$3.60 \$5.40 \$7.40 \$9.40 \$7.40 \$9.40 \$7.40 \$9.40 \$7.40 \$9.40 \$7.40 \$7.40 \$9.40 \$7.40	SANDP. 35c No. 100 EMERY ClanEs Fancy Con Rass Fancy Con Sid	APER—; No. : ; No. : ; No. : ; Yes and : ;	-2 sheets ½, 85c; 5c; No. H—10c d:	i for 5c. No. 1, 8, 50c. Sheet st  sheet st  characteristics and	per qu 40c; No raight. Bimootl\$1.1\$1.1 d under all wid ths dths asing 1.90 1.00 1.35 22 21 1.60 \$1 6-in., \$ \$ 171½ .85 1 milar: r Simila .75 \$ 22 .85	ire, No 1 1/5, 4  a Jack to \$1.81  b \$1.81  per pai ths	00, 85c; No.: Fore 5 \$1.65 5 1.75  Meeting Ir ingle 1.00 1.00 1.25  5 28 00 \$2.10  93 94 .85 .85 .81  \$ 12 123, .85 .81  \$ .90 3 140 9 90 90 10 .90	2, 46c;  Jointer \$2.10 2.15 3.15 3.70 2.16 3.00 2.00 2.00 2.00 2.1.25 1.25 1.25 1.25 1.25 1.25 1.25 1.
3-ft., \$8.40; 4-ft., \$11.20; 5-ft., \$14; 6-ft., \$15.40; 75 feet or over, 2c sq. ft.; less quantity, 2\(^1\)c sq. ft.; price for galvanized after, add 15 per cent to the above roll prices.  NETTING—(For Plasterers' Use)—Galvanized before, 1-in., No. 19, 18c sq. yd.; 1-in., No. 18, 20c sq. yd. Galvanized after, 1-in., No. 20, 18c sq. yd.; 1-in., No. 19, 19c sq. yd.; 1-in., No. 18, 21c sq. yd.  MUMBERS—House.  Aluminum, \$" 5c each. Aluminum Cast, \$" 10c each. Pancy set of four, \$" \$ 4" 75c set.  In lots of 24 or more, price is open.  RUSSWIN NIGHT LATCHES  No. 1654, 60c; No. 3759, 75c; No. 3760, 90c; No. 8762, \$1.25; No. 1292, \$1.75; No. 1291, \$2.00; No. 1290, \$2.25; No. 7290, \$2.50; No. 1690, \$2.50; No. 7600, \$2.75; No. 6900, \$2.75; No. 6900, \$2.50; No. 2900, \$2.75; No. 690, \$2.75; No. 690, \$2.50; No. 356, \$2.50; No. 374, \$2.50; No. 356\(^1\), \$2.75.  BIGHT LATCHES—OORBIN  No. 28 90c; No. 26, 75c; No. 374, \$2.50; No. 34, \$2.75.  BIGHT LATCHES—Vale:  No. 28 90c; No. 26, 75c; No. 374, \$2.50; No. 34, \$2.75.  BIGHT LATCHES—Vale:  No. 28 90c; No. 26, 75c; No. 39, \$1.75; No. 84, \$2; No. 37, \$2.25; No. 042, \$2.50; No. 42, \$2.50; No. 44, \$3.25; No. 46, \$8.25; No. 049, \$3.  OVERALLS—  Heavy Duck, all makes, to 40 inches, \$1.75.  PADLOCKS—CORBIN  No. 2969, \$1.25; No. 2970, \$1.75; No. 2971, \$1.80; No. 2975, \$3.10.  PADLOCKS—Tale:  No. 843, \$2.35; No. 825, \$1.80; No. 838, \$2.10; No. 843, \$2.35; No. 858; \$2.85; No. 660; 14-qt., 70c; 16-qt., \$5c 12-qt., 60c; 14-qt., 70c; 16-qt., \$80c; 14-qt., 90c; 16-qt., \$1; 18-qt., 65c; 20-qt., \$1.35.  PAPER—Building:  1 Ply \$ Ply \$ Ply \$ Ply P. \$ B., 1000 ft \$8.60 \$5.40 \$7.40 \$9.40 Maithine, 1000 ft \$8.60 \$5.40 \$7.40 \$9.40 \$6.50 \$5.50 \$6.50 \$5.50 \$6.50 \$5.50 \$6.50 \$5.50 \$6.50 \$6.50 \$6.50 \$6.50 \$6.50 \$6.50 \$6.50 \$6.50 \$6.50 \$6.50 \$6.50 \$6.50 \$6.50 \$6.50 \$6.5	SANDP. 35c No. 100 EMERY ClanEs Fancy Con Rass Fancy Con Sid	APER—; No. : ; No. : ; No. : ; Yes and : ;	-2 sheets ½, 85c; 5c; No. H—10c d:	i for 5c. No. 1, 8, 50c. Sheet st  sheet st  characteristics and	per qu 40c; No raight. Bimootl\$1.1\$1.1 d under all wid ths dths asing 1.90 1.00 1.35 22 21 1.60 \$1 6-in., \$ \$ 171½ .85 1 milar: r Simila .75 \$ 22 .85	ire, No 1 1/5, 4  a Jack to \$1.81  b \$1.81  per pai ths	00, 85c; No. 1 Fore 5 \$1.65 5 1.75 5 1.75 1.00 1.00 1.00 1.00 1.00 1.25 28 28 28 31.75 4 9.90 20 1.90	2, 46c;  Jointer \$2.10 2.15 3.15 3.70 2.16 3.00 2.00 2.00 2.00 2.1.25 1.25 1.25 1.25 1.25 1.25 1.25 1.
3-ft., \$8.40; 4-ft., \$11.20; 5-ft., \$14; 6-ft., \$15.40; 75 feet or over, 2c sq. ft.; less quantity, 2\(^1\)c sq. ft.; price for galvanized after, add 15 per cent to the above roll prices.  NETTING—(For Plasterers' Use)—Galvanized before, 1-in., No. 19, 18c sq. yd.; 1-in., No. 18, 20c sq. yd. Galvanized after, 1-in., No. 20, 18c sq. yd.; 1-in., No. 19, 19c sq. yd.; 1-in., No. 18, 21c sq. yd.  NUMBERS—House.  Aluminum, 3" 5c each. Aluminum Cast, 3" 10c each. Fanc BB. LB. & AC. 3-in. & 4-in., 25c each.  Fancy set of four, 3" & 4" 75c set.  Ia lets of 24 or more, price is open.  RUSSWIN NIGHT LATCHES  No. 1654, 60c; No. 3759, 75c; No. 3760, 90c; No. 8762, \$1.25; No. 1292, \$1.75; No. 1291, \$2.00; No. 1290, \$2.25; No. 7290, \$2.50; No. 1690, \$2.50; No. 7690, \$2.75; No. 690C, \$3.00.  No. 690C, \$3.00.  NGHT LATCHES—CORBIN  No. 352, 90c; No. 353, 75c; No. 0357, \$1.75; No. 358, \$2.00; No. 356, \$2.50; No. 374, \$2.50; No. 356\(^1\), \$2.75.  BIGHT LATCHES—Vale:  No. 28 90c; No. 26, 75c; No. 33, \$1.75; No. 34, \$2.75.  BIGHT LATCHES—Vale:  No. 28 90c; No. 26, 75c; No. 33, \$1.75; No. 34, \$2; No. 37, \$2.25; No. 042, \$2.50; No. 42, \$2.50; No. 44, \$3.25; No. 46, \$3.25; No. 049, \$3.  OVERALLS—  Heavy Duck, all makes, to 40 inches, \$1.75.  PADLOOKS—CORBIN  No. 2969, \$1.25; No. 2970, \$1.75; No. 2971, \$1.80; No. 2975, \$3.10.  PADLOOKS—Vale:  No. 800, \$2.25; No. 813, \$1.75; No. 2974, \$2.60; No. 2975, \$3.10.  PALLOOKS—Vale:  No. 800, \$2.25; No. 813, \$1.75; No. 825, \$1.80; No. 838, \$2.10; No. 843, \$2.35; No. 858; \$2.60; No. 863, \$3.10.  PALLOOKS—Vale:  No. 80, \$2.25; No. 813, \$1.75; No. 2974, \$2.60; No. 65c; 20-qt., \$1.35.  PAPER—Building:  1 Ply 2 Ply 3 Ply 4 Ply P. & B., 1000 ft\$3.60 \$5.40 \$7.40 \$9.40 Malthine, 1000 ft\$3.60 \$5.40 \$7.40 \$9.40 \$7.40 \$9.40 \$7.40 \$9.40 \$7.40 \$9.40 \$7.40 \$7.40 \$9.40 \$7.40	SANDP. 35c No. 100 EMERY ClanEs Fancy Con Rass Fancy Con Sid	APER—; No. : ; No. : ; No. : ; Yes and : ;	-2 sheets ½, 85c; 5c; No. H—10c d:	i for 5c. No. 1, 8, 50c. Sheet st  sheet st  characteristics and	per qu 40c; No raight. Bimootl\$1.1\$1.1 d under all wid ths dths asing 1.90 1.00 1.35 22 21 1.60 \$1 6-in., \$ \$ 171½ .85 1 milar: r Simila .75 \$ 22 .85	ire, No 1 1/5, 4  a Jack to \$1.81  b \$1.81  per pai ths	00, 85c; No.: Fore 5 \$1.65 5 1.75  Meeting Ir ingle 1.00 1.00 1.25  5 28 00 \$2.10  93 94 .85 .85 .81  \$ 12 123, .85 .81  \$ .90 3 140 9 90 90 10 .90	2, 46c;  Jointer \$2.10 2.15 3.15 3.70 2.16 3.00 2.00 2.00 2.00 2.1.25 1.25 1.25 1.25 1.25 1.25 1.25 1.

				RETAI	L SE	LLING	PRICE—Continued.
ROPE— Manila, %" s Manila, extra Sisal, 19c per %", 1c ov 3-16", 2c o	and larger superior pound; er basis ver basis	r, basis basis 7-16", 3	per pour per pour 2" and 1 and 5-16	nd 22c. nd 28c. 9-16", 14 3", 11/2c	c over	basis; basis;	Triumph H.       1.00         Monarch Polished       1.00         Monarch Jap       .75         Hammer, Aiken, Genuine       .90         Hammer, Aiken, Imitation       .70
RULES—No. 68 No. 60, 90 \$1.10; No. No. 5814,	94, \$2.2 70c; No.	12, 35c 5; No. 18, 80	; No. 6 66½ c; No. :	23∡ 700	: No.	66%.	JACOBS PORTABLE PLATFORM SCALES— 400 lbs. \$15.00 each 600 lbs. \$15.00 each Larger capacities quoted on request.
No. 82 ½, 7 Zigzag—Stanl 104, 50c; 1 Stanley, yello	oc; No. ey, white No. 105,	82, 60c. , No. 1 55c; N	10 <b>2</b> , 85c o. 10 <b>6</b> ,	; No. 1 65e; No.	08, 40 108,	c; No. 90c.	JACOBS SPRING BALANCES— 15 & 30 ib. Butcher scales \$7.00 each 15 & 30 ib. DD Butcher scales \$9.50 each 240 ib. Union scales \$6.50 each
85c. Other brands,	white, 2	30c, <b>2</b> 5c	, 85c, 4	iOc, 75;	Yellov	7, 25c,	SCRAPERS—Steel Hand: Atkins, Silver Steel, or Disston, 2½x5-in., 25c; 8x4-in.,
80c, 40c, 4 RULE TOOLS—	5c, 80c.						25c; 3x5-in., 30c; 3x6-in., 85c.
10000	- **		o ang.	. W.1542 .	De 101,	000.	SCRIBERS—Gem, 85c. Movable Leg, 40c.
SASH CORD—( \$1.25; No. No. 7, \$1.3	10, \$1.	50; No.	o. 7, 85	c; No. 8	, 95c; amson,	No. 9, hank,	SETS—Nail. Buck Bros. 15c. 2 for 25c.  Knurled 10c.  SOREWDRIVERS— 1 2 8 22  Goodell 91.00 \$1.55 \$1.50 \$1.50
BOPE— Manila Per 100 ft.	¥" 5-1	e" %"	70 % S	larger	50 lbs. Pric	å over	Yankee 80 81 85 180 181 \$1.60 \$2.75 \$1.95 \$2.00 \$2.75 2½ 8 8½ 4 4½ 5 5½ 6 6½ 7 7½ 8
RULES— Nos.	68 61 .30 .20	84	54 <b>6</b> 2 45 .50		3 63 4	66%	Champion .25 .25 .25 .80 .80 .85 .85 .45 .50 .50 .60 81 10 10 10 .60 .75 .75  Hurwood, Stanley, Victor and Elmore same as Champica.
Not.	94 \$2.00	66 ¼ .85	66 ¼ .40	58 ½ .50	18 .15	12 .50	-
Zigzag—Stank Nos.	•	101		104 1	10		SCREWDRIVERS—Stanley: No. 80, 2½", 15c; 8", 15c; 4", 20c; 5", 25c; 6", 80c; 7", 85c; 8", 40c; 10", 50c. No. 70, 2½", 20c; 8", 20c; 4", 25c; 5", 80c; 6", 85c; 7", 40c; 8", 50c; 10", 60c. No. 21, 25c; No. 51, 50c; No. 52, 75c; No. 58, \$1.00.
Stanley, Yello Nos.	w:	.85	8	.50 .5			Machiniste— 51 52 58 Stanley 45 .75 1.00
Other brands: White	.20	.30 . <b>25</b>	.85 .80 .85	.40 .5 .85 .40	0 .60 . <b>40</b> . <b>45</b>	.85 .75 .80	### SHOVELS—  Common Smooth Back
Yellow  RULE TOOLS	. <b>25</b>	.80	.09	00			Ames 1.25 D. and Long Handle, same. Lojs of ¼ desen or more, price open.
W. H. Stee	ley 8 An	gle with	h Level,	50e.			SPADES—Same Price as Shovels.
			_				SIGHTS—Level: No. 1, \$1.00; No. 2, \$1.00.
SAWS—Hand—	18-in.	20-in.	22-in.		26-in.	28-in.	SPOKESHAVES Stanley: Nos. 51 52 58 54 55 58 59 60 64 65 67 Price 40 .40 .50 .50 .35 .35 .40 .50 .80 .60 1.70
Nos. 51-65 No. 53	\$2.15 2.20	\$2.85 2.45	\$2.60 2.70	2.85	\$2.95 3.00	\$3.45 3.45	Nos. 72 78 75 76 81 42 84 45 Price 1.00 1.00 1.25 1.40 1.40 1.50 1.40 1.50
No. 64 No. 68 No. 69	2.50 2.35 2.25	2.80 2.60 2.45	3.10 2.80 2.70	8.40 8.05 2.95	8.60 3.80 8.20	4.20 3.80 3.65	Cutters, 10c each.
Nos. 400-401	4.80	4.65	5.00	5.40	5.75	6.50	SQUARES—Steel:       Nos.     14     10     19     8     1     100     200     0100       Price     1.00     1.15     1.40     1.75     2.00     2.25     1.75     8.00
SAWS-Hand-	Disston 18-in.	20-in.	22-in.	24-in.	26-in.	Rip 28-in.	Nicholls Framing. All Copper Plated, 50c extra; Blued, 25e extra.
No. 7 No. D-8	\$1.65 2.05	\$1.90 2.25	\$2.10 2.50	\$2.25 2.70	\$235 2.80	\$2.75 3.20	
No. 12 ''Simonds''—	2.50	2.80	3.10	8.40	8.60	4.20	SQUARES—TRY: 4", 50c; 6", 65c; 8", 85c. No. 2, 4½", 45c; 6". 60c; 7½", 75c; 9", 85c; 12", \$1.00. No. 10, 4", 80c; 6", 90c; 8", \$1.20; 10". \$1.50. No. 12, 4", 40c; 6", 50c; 8", 60c; 10", 60c; 12", 75c. No. 20, 4½", 35c; 6", 45c; 7½", 50c; 9", 65c; 10", 60c; 12", 65c; 15", 85c; 18", \$1.15. No. 15, 7½", 85c.
No. 4		io. 5		o. 8 °	Ne.		40c; 6", 50c; 8", 60c; 10", 60c; 12", 70c. No. 20, 44", 85c; 6", 45c; 74", 50c; 9", 65c; 10", 60c;
16-in., \$1.98 18-in., 2.10 20-in., 2.28	) 18-in.,	\$1.60 1.75 1.95	16-in., 18-in.,		18-ia., 20-ia.,	\$1.10 1.25 1.85	8QUARE & MITRE—Fox Figure 4, 75c.
30-in., 2.24 22-in., 2.50 24-in., 3.74	) 22-in.	3.10	20-in., 22-in., 24-in.,		39-in., 34-in.,	1.50	Staples: 15c a lb.; 2 lbs. 25c; 25 lbs. 10c per lb. Vine 20c lb.
26-in., 8.00 26-in., 8.30	) 26-in.,	2.50 2.75	26-in., 28-in.,	3.00	36-in., 28-in.,	1.75	STOCKS AND DIES—Armstrong No. 1, \$5.50; No. 2, \$6.50; No. 2½, \$8.00; No. 3, \$18.50.
SAWS-Back	8-in.	10-in.	12-in.	14-in.	16-in.	18-in.	SQUARES—Stanley, No. 100, \$1.75; No. 100B, \$2; No. 100H, \$2; No. 1, \$1.50; No. 2, \$1.25; No. 8, \$1.25; No. 14.
Atkins Disston	\$1.70 1.70	\$1.80 1.80	\$2.00 2.00	2.25	\$2.55 2.55	\$2.80 2.80	\$2; No. 1, \$1.50; No. 2, \$1.25; No. 8, \$1.25; No. 14, \$1; No. 14B, \$1.50; No. R100B, \$2.25; No. R100, \$2; No. 10, 75c; No. 12, 85c.
Mitre Box Atkins	20-4 \$3.00	22·4 \$3.35	24-4 \$8.60	26-4 \$3.85	28-4 \$4.00	30-4 \$4.35	STONES-Carborundum: Combination, No. 107, \$1.25; No.
SAWS—Compass Atkins	ı	10-in. .50	12-in. .60	14-in. .60.	16-in. .65	18-in. .70	108, \$1.50; No. 109, \$1; No. 111, 75c; No. 113, 60c. Regular, No. 115, \$1.25; No. 116, \$1.25; No. 117, \$1.25; No. 119, \$1; No. 121, 75c; No. 122, 75c; No. 125, 65c;
Disston Nest Sets, \$1.			.60	.60	.65	.70	No. 142, 506; No. 148, 506; No. 145; 806; No. 146,
		.50					
Pruning, 60c. Extra Blades—	Handles -Keyhole,	, 20c.	Compass,	35c.	R1 40		30c; No. 292, 85c. Slips—Carborundum—No. 180, 60c; No. 181, 60c; No.
Pruning, 60c. Extra Blades— Atkins Nest S	Handles -Keyhole, ets with	, 20c. 20c. Metal	Compass, Cutting	Blades,			Slips—Carborundum—No. 180, 60c; No. 181, 60c; No. 188, 50c; No. 184, 50c.
Pruning, 60c. Extra Blades— Atkins Nest S SAWS—Coping. Atkins No. 50 Atkins and F Wire Frame e	Handles -Keyhole, lets with , 50c, 75 M. P. ex	, 20c. 20c. Metal c. F. I	Compass, Cutting	C. Wire	Fram 5e; 75	e 25c. c dos.	Slips—Carborundum—No. 180, 60c; No. 181, 60c; No. 183, 50c; No. 184, 50c. India—Combination—No. 0, \$1.50; No. 1, \$1.50; No. 1½, \$1.25; No. 29, \$1. Regular, No. 1, \$1.25; No. 1½, \$1; No. 29, 75c; Slips, No. 18, 50c; No. 14, 50c; No. 15, 50c; No. 22, 60c.
Pruning, 60c. Extra Blades— Atkins Nest S SAWS—Coping. Atkins No. 50 Atkins and F Wire Frame e Morrell's "	Handles -Keyhole, lets with , 50c, 75 M. P. ex xtra blad	, 20c. 20c. Metal c. F. I tra blaces, 15c	Compass, Cutting P. M. 75 les, 10c; doz.; 2	Blades, C. Wire 8 for 2 doz. 25c	Fram 5c; 75	. 81.25	Slips—Carborundum—No. 180, 60c; No. 181, 60c; No. 183, 50c; No. 184, 50c.  India—Combination—No. 0, \$1.50; No. 1, \$1.50; No. 1½, \$1.25; No. 29, \$1. Regular, No. 1, \$1.95; No. 1½, \$1; No. 29, 75c; Slips, No. 18, 50c; No. 14, 50c; No. 15, 50c; No. 22, 60c.  Knife Handle—Coes, 60c, 85c, \$1, \$1.50, \$2, \$2.75, \$3.  TACKS—Wire. ½-ib. papers. 8c: ½-ib. papers. 10c. Cut.
Pruning, 60c. Extra Blades— Atkins Nest S SAWS—Coping. Atkins No. 50 Atkins and F. Wire Frame e	Handles  -Keyhole, lets with  , 50c, 75  M. P. ex  xtra blad  Special' enuine, N ew No. 1.  o. 95	, 20c. 20c. Metal c. F. I tra blaces, 15c	Compass, Cutting P. M. 75 les, 10c; doz.; 2	c. Wire 8 for 2 doz. 25c	Fram 5e; 75	.\$1.25 . 1.00 . 1.00 . 1.25	Slips—Carborundum—No. 180, 60c; No. 181, 60c; No. 183, 50c; No. 184, 50c. India—Combination—No. 0, \$1.50; No. 1, \$1.50; No. 1½, \$1.25; No. 29, \$1. Regular, No. 1, \$1.95; No. 1½, \$1; No. 29, 75c; Slips, No. 18, 50c; No. 14, 50c; No. 15, 50c; No. 22, 60c. Knife Handle—Coes, 60c, 85c, \$1, \$1.50, \$2, \$2.75, \$3.

RETAIL SELLING	PRICE—Continued.
TACKLE BLOCKS—Wood, Common—Single, 3", 45c, double, 90c; 4", single 60c, double \$1.10; 5", single 65c, double \$1.20; 6", single 75c, double \$1.35; 7", single 90c, double \$1.60; 8", single 90c, double \$1.90; 9", single 90c, double \$1.90; 9", single \$1.20; 9", singl	Hy. Tee, 8-in. 6.50 dz. pr., 60e pr. Hy. Tee, 10-in. 7.55 dz. pr., 70e pr. Hy. Tee, 12-in. 8.65 dz. pr., 80e pr.
TACKLE BLOCKS—Wood, Common—Single, 8", 45c, double, 90c; 4", single 60c, double \$1.10; 5", single 65c, double \$1.20; 6", single 75c, double \$1.85; 7", single 90c, double \$1.80; 8", single \$1.20, double \$1.90; 9", single \$1.25, double \$2.30; 10", single \$1.85, double \$3; 12", single \$3, double \$5; patent, 8", single 75c, double \$1.35; 4", single 80c, double \$1.50; 5", single 85c, double \$1.65; 6", single \$1, double \$1.90; 7", single \$1.15, double \$2.25; 8", single \$1.50, double \$2.80; 9", single \$1.70, double \$3.85; 10", single \$2.35, double \$4; 12", single \$8.55, double \$6.20.	LONG & D. HDLE. MANURE FORKS— 4-tine, \$1.00 ea. 5-tine, \$1.25 ea. 6-tine, \$1.50 ea.  GALVANIZED BUTTS—No, 804Z with Galvanized Screws: 2 x2 \$2.50 ds. pr., \$.80 pr. 2½x2½ \$3.50 ds. pr., \$.85 pr. 8 x8 \$7.5 ds. pr., 40 pr. 8½x3½ 5.50 ds. pr., 60 pr. 4 x4 7.50 ds. pr., 80 pr.
TAPES—STEEL: Starrett, No. 512, 25-ft., \$3; 50-ft., \$8.75; 75-ft., \$4.50. No. 505, 25-ft., \$2.75; 50-ft., \$3.40; 75-ft., \$4.50; 100-ft., \$5.75. No. 510, 25-ft., \$3.25; 50-ft., \$8.50; 75-ft., \$5; 100-ft., \$6.50. Lufkin, 25-ft., \$8.25; 50-ft., \$3.75; 75-ft., \$5; 100-ft., \$6.50.	4 x4 7.50 ds. pr., .80 pr. 4½x4½ 9.00 ds. pr., 1.00 pr. 5 x5 11.00 ds. pr., 1.20 pr. 5½x5½ 18.50 ds. pr., 1.35 pr. 6 x6 16.00 ds. pr., 1.50 pr. 0.00 ds. 0.00
Reliable, Jr., 25-ft., \$3.75; 50-ft., \$4.50. Challenge, Jr., 25-ft., \$3; 50-ft., \$8.50; 75-ft., \$4.50. TOOLS—Machinist's. Starrett. Ten per cent above list,	DINNER BUCKETS— Oblong, Nos. 110 111 112 Round, Nos. 140 240 Each \$1.80 \$1.85 \$1.50 \$1.25 \$1.45
MICROMETERS—Add 109	DOUBLE SAUCE PANS
PLASTERING TOULS—Darby, 5ue. Float, 25c. Hawk, 75c. Det. Handle Hawk,	No. 1, \$1.55 each; No. 10, \$2.10 each. WATER PITCHERS—
\$1.00. Mitre Rods, Sc per inch. Small Tools, 50e each.	No. 1, 85c; No. 2, \$1.00; No. 8, \$1.10; No. 4, \$1.80.
	No. 19, 20c each; No. 20, 25c each.
TROWELS—Brick:     10     11     12     18     14       Rose-Disston     1.26     1.25     1.35     1.50     1.50       PLASTERING—     10·10 ½     11     11½     12	SAUCERS— No. 20, 15c each.
Atkins Silver Steel, Nos. 4 & 5 \$2.20 \$2.20 \$2.40 \$2.50 Atkins No. 1	EGG PANS-
Cincinnati 1.20 1.80 1.40 1.60	Nos. 00 10 20 80 Each 15c 15c 20c 25c
Disston       1.20       1.80       1.40       1.60         Marshalltown       2.20       2.20       2.40       2.50	EASY BOLT CLIPPERS—
Richardson 1.20 1.30 1.40 1.60 WHRELBARROWS W	Nos. 0 1 2 8 Pair \$2.75 \$3.50 \$5.00 \$6.50
No. 1 No. 2 No. 8 No. 4 No. 5 No. 6	FAMILY GRIND STONES MOUNTED-
Garden 5.00 6.00 6.75 8.00 9.50 7.00	6-inch, \$1.50; 8-inch, \$1.75; 10-inch, \$3.25. WELL WHEELS-
Steel Tubular, \$8.75. WRENCHES—Agricultural, 6-in., 50c; 8-in., 65c; 10-in., 75c;	8-inch, 60c; 10-inch, 75c; 12-inch, 90c; 14-inch, \$1.15.
12-in., 90c; 15-in., \$1.25. Knife Handle—Coes—6-in., \$1.10; 8-in., \$1.85; 10-in., \$1.60;	PLANTERS' HOES WITH HANDLE— 8-in., 65c; 8½-in., 70c; 9-in., 75c; 9½-in., 85c; 10-in., 90c.
12-in., \$1.85; 15-in., \$2.50; 18-in., \$3.25; 21-in., \$4.25.	GERMAN HOES WITH HANDLE— 51/4" 6" 61/4" 7" 71/4" 8"
Pipe—Stillson or Trimo—6-in., \$1; 8-in., \$1; 10-in., \$1.25; 14-in., \$1.50; 18-in., \$2.25; 24-in., \$3.50; 36-in., \$5.50;	Each 60c 65c 65c 70c 75c 85c
48-in., \$10.	GRAPE HOOKS WITH HANDLE—  3-tine, 10-inch, \$1.00 each.
OOPPER RIVETS-	VINEYARD HOE WITH HANDLE-
Copper Rivets & Burrs Nos. 8 & 10, 90c lb.; 1/2 lb., 50c; 1/4 lb., 50c lb.	2-tine, 10-inch, \$1.25 each. ONE MAN'S X-CUT SAWS
Copper Rivets & Burrs Nos. 8 & 10, 90c lb.; 1/2 lb., 50c; 1/4 lb., 30c lb.  COPPER NAILS—75c lb. Less than lb. lets, \$1.00 lb.	ONE MAN'S X-OUT SAWS— Champion Tooth—sell 65c per ft.
% lb., 80c lb.  COPPER NAILS—75c lb. Less than lb. lets, \$1.00 lb.  BRASS ESCUTCHEON PINS—	ONE MAN'S X-CUT SAWS-
% lb., 30c lb.  COPPER NAILS—75c lb. Less than lb. lets, \$1.00 lb.  BRASS ESCUTCHEON PINS—  lb. % lb. % lb. % x14	ONE MAN'S X-CUT SAWS— Champion Tooth—sell 65c per ft. Lance Tooth— sell 75c per ft. SNATHS— \$1.35 each. MILK CANS, BUHL'S RAILEOAD PATTERN— 5-gal. 8-gal. 10-gal.
16.     30e lb.       COPPER NAILS—75c lb.     Less than lb. lets, \$1.00 lb.       BRASS ESCUTCHEON PINS—     lb.     1b.	ONE MAN'S X-CUT SAWS— Champion Tooth—sell 65c per ft. Lance Tooth—sell 75c per ft. SNATHS— \$1.25 each. MILK CANS, BUHL'S RAILROAD PATTERN— 5cgal. 8-gal. 10-gal. Triumph 5.00 4.25
16.     30e lb.       COPPER NAILS—75c lb.     Less than lb. leta, \$1.00 lb.       BRASS ESCUTCHEON PINS—     lb.     ½ lb.     ½ lb.       %x14     .81.00 \$.60 \$.85       18     1.10 .60 .85       18     1.80 .70 .40       1b.     ½ lb.     ½ lb.       ½ lb.	ONE MAN'S X-CUT SAWS— Champion Tooth—sell 65c per ft. Lance Tooth— sell 75c per ft.  SNATHS— \$1.25 each.  MILK CANS, BUHL'S RAILEOAD PATTERN—  5-gal. 8-gal. 10-gal.  7-riumph
1b.   30e   1b.   1b.   1cias   1cia	ONE MAN'S X-CUT SAWS— Champion Tooth—sell 65c per ft. Lance Tooth—sell 75c per ft.  SNATHS— \$1.25 each.  MILK CANS, BUHL'S RAILEOAD PATTERN— 5-gal. 8-gal. 10-gal. 3.00 5-gal. 8-gal. 10-gal. Ohio \$2.60 \$3.00 \$3.25 Tiger 2.75 \$.75 \$.90 Triumph 3.00 4.25
10	ONE MAN'S X-CUT SAWS— Champion Tooth—sell 65c per ft. Lance Tooth—sell 75c per ft.  SNATHS— \$1.25 each.  MILK CANS, BUHL'S RAILROAD PATTERN—  Triumph 5.00 8.01 4.25  Ohio \$2.60 \$3.00 \$3.25  Tiger 2.75 \$.75 \$.90  Triumph 3.00 4.25  Triumph 3.00 4.25  LANTERNS, TUBULAR—
1b.   30e   1b.   1b.   1cias   1cia	ONE MAN'S X-CUT SAWS— Champion Tooth—sell 65c per ft. Lance Tooth—sell 75c per ft.  SNATHS— \$1.25 each.  MILK CANS, BUHL'S RAILEOAD PATTERN— 5-gal. 8-gal. 10-gal. A25 5-gal. 8-gal. 10-gal. Ohio \$2.60 \$3.00 \$3.25 Tiger 2.75 \$.75 \$.90 Triumph 3.00 4.25 Texas 4.50 5.50  LANTERNS, TUBULAR— No. 0, 75c each; No. 2 Tin Fount, \$1.00 each.
March   Marc	ONE MAN'S X-OUT SAWS— Champion Tooth—sell 65c per ft. Lance Tooth—sell 75c per ft.  SNATHS— \$1.25 each.  MILK CANS, BUHL'S RAILROAD PATTERN—  5-gal. 8-gal. 10-gal. 5-gal. 8-gal. 10-gal. 6-gal. 8-gal. 10-gal. 7-riumph 2.00 \$2.60 \$8.00 \$8.25 Tiger 2.75 8.75 8.90 Triumph 3.00 4.25 Texas 4.50 5.50  LANTERNS, TUBULAR— No. 0, 75c each; No. 2 Tin Fount, \$1.35 each; No. 2 Cold Blast Brass or Copper Fount, \$1.35 each; No. 2 Cold Blast
16,   30e   1b.   16   16   16   16   16   16   16   1	ONE MAN'S X-CUT SAWS— Champion Tooth—sell 65c per ft. Lance Tooth—sell 75c per ft.  SNATHS— \$1.25 each.  MILK CANS, BUHL'S RAILROAD PATTERN—  5-gal. 8-gal. 10-gal.  4.25  5-gal. 8-gal. 10-gal.  4.25  6-gal. 8-gal. 10-gal.  4.25  7-gal. 8-gal. 10-gal.  4.25  5-gal. 8-gal. 10-gal.  4.25
Mark	ONE MAN'S X-OUT SAWS— Champion Tooth—sell 65c per ft. Lance Tooth—sell 75c per ft. SNATHS— \$1.25 each.  MILK CANS, BUHL'S RAILROAD PATTERN— 5-gal. 8-gal. 10-gal. 5-gal. 8-gal. 10-gal. 5-gal. 8-gal. 10-gal. 0-in \$2.60 \$3.00 \$3.20 \$3.20 Tiger \$2.75 \$3.75 \$3.90 Triumph \$3.00 4.25 Triumph \$3.00 4.25 LANTERNS, TUBULAR— No. 0, 75c each; No. 2 Tin Fount, \$1.35 each; No. 2 Cold Blast Brass or Copper Fount, \$1.35 each; No. 2 Cold Blast Brass or Copper Fount, \$1.50. LOCKS, RIM KNOB— Cast, 45c each; Steel, 65c each. STOVE BOARDS, PAPER LINED—
	ONE MAN'S X-CUT SAWS— Champion Tooth—sell 65c per ft. Lance Tooth—sell 75c per ft.  SNATHS— \$1.35 each.  MILK CANS, BUHL'S RAILBOAD PATTERN—  5-gal. 8-gal. 10-gal.  5-gal. 8-gal. 10-gal.  5-gal. 8-gal. 10-gal.  6-gal. 8-gal. 10-gal.  7-gal. 8-gal. 10-gal.  82.60 \$3.00 \$3.25  7-gal. 8-gal. 10-gal.  1
Maria   Mari	ONE MAN'S X-CUT SAWS— Champion Tooth—sell 65c per ft. Lance Tooth—sell 75c per ft.  SNATHS— \$1.35 each.  MILK CANS, BUHL'S RAILROAD PATTERN—  5-gal. 8-gal. 10-gal.  5-gal. 8-gal. 10-gal.  5-gal. 8-gal. 10-gal.  6-gal. 8-gal. 10-gal.  7-gal. 8-gal. 10-gal.  8-gal. 10-gal.
	ONE MAN'S X-CUT SAWS— Champion Tooth—sell 65c per ft. Lance Tooth—sell 75c per ft.  SNATHS— \$1.35 each.  MILK CANS, BUHL'S RAILBOAD PATTERN—  5-gal. 8-gal. 10-gal. 3.00
	ONE MAN'S X-OUT SAWS— Champion Tooth—sell 65c per ft. Lance Tooth—sell 75c per ft.  SNATHS— \$1.35 each.  MILK CANS, BUHL'S RAILEOAD PATTERN—  5-gal. 8-gal. 10-gal. 5-gal. 8-gal. 10-gal. 6-gal. 8-gal. 10-gal. 7-gal. 8-gal. 10-gal. 9-gal. 8-gal. 10-gal. 10
March   Soc   B.   Copper Nails   Nails   Start   St	ONE MAN'S X-OUT SAWS— Champion Tooth—sell 65c per ft. Lance Tooth—sell 75c per ft. SNATHS— \$1.25 each.  MILK CANS, BUHL'S RAILROAD PATTERN—  5-gal. 8-gal. 10-gal. 5-gal. 8-gal. 10-gal. 5-gal. 8-gal. 10-gal. 6-gal. 8-gal. 10-gal. 7-friumph 2.00 32.60 38.00 38.25 Tiger 2.75 8.75 8.90 Triumph 3.00 4.25 Texas 4.50 5.50  LANTERNS, TUBULAR— No. 0, 75c each; No. 2 Tin Fount, \$1.35 each; No. 2 Cold Blast Brass or Copper Fount, \$1.35 each; No. 2 Cold Blast Brass or Copper Fount, \$1.35 each; No. 2 Cold Blast Brass or Copper Fount, \$1.50.  LOCKS, RIM KNOB— Cast, 45c each; Steel, 65c each. STOVE BOARDS, PAPER LINED— 24x24 26x26 26x20 28x28 28x28 Each 75c 90c \$1.00 \$1.00 \$1.25 26x22 28x34 24x36 80x38 32x42 Each 75c 90c \$1.50 \$1.50 \$2.50 \$8.00  STOVE BOARDS, WOOD LINED— 24x24 26x26 38x28 28x29 80x30 33x33 36x36 Each \$1.25 \$1.35 \$1.50 \$1.75 \$2.25 \$8.00  WHEEL BARROWS—Victor
March   Marc	ONE MAN'S X-CUT SAWS— Champion Tooth—sell 65c per ft. Lance Tooth—sell 75c per ft.  SNATHS— \$1.35 each.  MILK CANS, BUHL'S RAILEOAD PATTERN—  5-gal. 8-gal. 10-gal.  5-gal. 8-gal. 10-gal.  5-gal. 8-gal. 10-gal.  6-gal. 8-gal. 10-gal.  7-gal. 8-gal. 10-gal.  7-gal. 8-gal. 10-gal.  8-gal. 8-gal. 10-gal.  9-gal. 8-gal. 10-gal.  1
March   Marc	ONE MAN'S X-OUT SAWS— Champion Tooth—sell 65c per ft. Lance Tooth—sell 75c per ft. SNATHS— \$1.25 each.  MILK CANS, BUHL'S RAILROAD PATTERN—  5-gal. 8-gal. 10-gal.  5-gal. 8-gal. 10-gal.  5-gal. 8-gal. 10-gal.  5-gal. 8-gal. 10-gal.  6-gal. 8-gal. 10-gal.  7-gal. 8-gal. 10-gal.  8-gal.
No.   Soc   B.   COPPER NAILS—75c   B.   Less than   B.   leta, \$1.00   B.	ONE MAN'S X-CUT SAWS— Champion Tooth—sell 65c per ft. Lance Tooth—sell 75c per ft.  SNATHS— \$1.35 each.  MILK CANS, BUHL'S RAILEOAD PATTERN—  5-gal. 8-gal. 10-gal.  5-gal. 8-gal. 10-gal.  5-gal. 8-gal. 10-gal.  6-gal. 8-gal. 10-gal.  7-gal. 8-gal. 10-gal.  7-gal. 8-gal. 10-gal.  8-gal. 8-gal. 10-gal.  9-gal. 8-gal. 10-gal.  1
	ONE MAN'S X-OUT SAWS— Champion Tooth—sell 65c per ft. Lance Tooth—sell 75c per ft. SNATHS— \$1.25 each.  MILK CANS, BUHL'S RAILROAD PATTERN—  5-gal. 8-gal. 10-gal. 5-gal. 8-gal. 10-gal. 5-gal. 8-gal. 10-gal. 6-gal. 8-gal. 10-gal. 7-gal. 8-gal. 10-gal. 10-gal. 10-gal. 21-gal. 8-gal. 10-gal. 22-gal. 8-gal. 10-gal. 3-gal. 0-gal. 0-ga
March   Marc	ONE MAN'S X-OUT SAWS— Champion Tooth—sell 65c per ft. Lance Tooth—sell 75c per ft.  SNATHS— \$1.35 each.  MILK CANS, BUHL'S RAILEOAD PATTERN—  5-gal. 8-gal. 10-gal.  5-gal. 8-gal. 10-gal.  5-gal. 8-gal. 10-gal.  6-gal. 8-gal. 10-gal.  7-gal. 8-gal. 10-gal.
March   Marc	ONE MAN'S X-OUT SAWS— Champion Tooth—sell 65c per ft. Lance Tooth—sell 75c per ft.  SNATHS— \$1.35 each.  MILK CANS, BUHL'S RAILEOAD PATTERN—  5-gal. 8-gal. 10-gal.  5-gal. 8-gal. 10-gal.  5-gal. 8-gal. 10-gal.  6-gal. 8-gal. 10-gal.  7-gal. 8-gal. 10-gal.
March   Marc	ONE MAN'S X-OUT SAWS— Champion Tooth—sell 65c per ft. Lance Tooth—sell 75c per ft.  SNATHS— \$1.35 each.  MILK CANS, BUHL'S RAILEOAD PATTERN—  5-gal. 8-gal. 10-gal.  5-gal. 8-gal. 10-gal.  5-gal. 8-gal. 10-gal.  6-gal. 8-gal. 10-gal.  7-gal. 8-gal. 10-gal.
March   Marc	ONE MAN'S X-OUT SAWS— Champion Tooth—sell 65c per ft. Lance Tooth—sell 75c per ft.  SNATHS— \$1.25 each.  MILK CANS, BUHL'S RAILROAD PATTERN—  5-gal. 8-gal. 10-gal.  5-gal. 8-gal. 10-gal.  5-gal. 8-gal. 10-gal.  6-gal. 8-gal. 10-gal.  1-gal.  5-gal. 8-gal. 10-gal.  1-gal.  6-gal. 8-gal. 10-gal.  1-gal.  1-gal
No.   Soc   B.   COPPER NAILS—75c   B.   Less than   B.   leta, \$1.00   B.	ONE MAN'S X-CUT SAWS— Champion Tooth—sell 65c per ft. Lance Tooth—sell 75c per ft.  SNATHS— \$1.35 each.  MILK CANS, BUHL'S RAILEOAD PATTERN—  5-gal. 8-gal. 10-gal.  5-gal. 8-gal. 10-gal.  5-gal. 8-gal. 10-gal.  6-gal. 8-gal. 10-gal.  7-gal. 8-gal. 10-gal.

	PRICE—Continued.
44.50 40.00 31/4 51.00 56.00	No. 5 Scotch Bowls, each
58.50 52.50 8 66.00 74.00 75.00 67.50 8½ 95.00 105.00	No. 2 Yankee Bowls, each
90.00 81.00 4 112.00 124.50 500 to 999 ft., 10% off 499 foot price; 1000 ft. or more,	No. 4 Yankee Bowls, each
price open.	No. 6 Round Roasters or Dutch Ovens, each 1.80
Any of the above quantities may be either one size or assorted sizes except on open price. Well borers will be	No. 7 Round Roasters or Dutch Ovens, each 1.90 No. 8 Round Roasters or Dutch Ovens, each 2.30
sold as per above schedule.	No. 9 Round Rossters or Dutch Ovens, each 2.55
PUMPS—	No. 10 Round Roasters or Dutch Ovens, each 3.00 No. 11 Round Roasters or Dutch Ovens, each 3.70
Douglas Lift, Nos. 2 8 4 5 6 Each \$8.50 \$4.00 \$4.50 \$5.50 \$6.50	No. 12 Round Roasters or Dutch Ovens, each 4.20
Pitcher, Nos. 2 8 4	No. 18 Round Roasters or Dutch Ovens, each 5.00 No. 6 Handled Griddles, each
Each \$8.00 \$8.25 \$8.75 Hoosier Suction and Force, Nos. 2 8 4	No. 7 Handled Griddles, each
Each \$18.00 \$14.00 \$17.00	No. 9 Handled Griddles, each
Myers' Suction and Force, Nos. Plain Hand Hole 215 215 %	No. 10 Handled Griddles, each
Each \$15.00 \$16.00 Plain Hand Hole	No. 8 Long Griddies, each
Advance Suction and Force, Nes. 1215 1215 14	No. 9 Long Griddles, each
Each \$15.00 \$16.00 Plain Hand Hole	No. 11 Long Griddles, each
Peerless Suction and Force, Nos. 1115 11151/2	No. 7 Regular Kettles, Round Bottoms, each 1.60
Each \$18.00 \$14.00 Well Borers 10% the above prices on PUMPS.	No. 8 Regular Kettles, Round Bottoms, each 1.75 No. 9 Regular Kettles, Round Bottoms, each 2.20
COPPER FLOAT BALLS—	No. 6 Flat Bottom Kettles, each
5-in., 70c each; 6-in., 80c each.	No. 7 Flat Bottom Kettles, each
BLODGETT'S PERFECT CLOTHES LINE PULLEYS AND	No. 9 Flat Bottom Kettles, each 3.35
SUPPORTS—2-in. small, 10c each; 8½-in. med. pln., 35c each; 3½-in.	No. 10 Flat Bottom Kettles, each
med. ball bearing, 35c each; 6-in. large, ball bearing, 65c each, \$1.25 per pair; 6-in. large, plain, 45c each. Line Supports, short, 15c each; long, 25c each.	No. 8 Dutch Oven with Legs, each
Line Supports, short, 15c each; long, 25c each.	No. 10 Dutch Oven with Legs, each 8.80
CAST IRON HOLLOW WARE-	No. 11 Dutch Oven with Legs, each
No. 6 Waffle Irons \$1.00. No. 7 Waffle Irons 1.20.	No. 5 Oval Roasters, each
No. 8 Waffle Irons 1.40.	No. 7 Oval Roasters, each
No. 9 Waffle Irons 1.75. Waffle Irons, Deep Ring, \$1.40, \$1.65, \$1.90.	ROYAL WARE, L. & G. AND DRESDEN
STOVES-Perfection Cook and Heaters.	OVAL FOOT BATHS—
No. 31, \$7.15 each; No. 82, \$11.25 each; No. 88, \$15.00	Nos. 0 1 2 8 4 Each \$1.00 \$1.20 \$1.40 \$1.70 \$2.15
No. 31, \$7.15 each; No. 82, \$11.25 each; No. 83, \$15.00 each; No. 34, \$19.25 each; No. 87, \$41.75 each; No. 61, \$3.75 each; No. 62, \$4.75 each; No. 520, \$4.75 each; No. 560, Blue, \$8.00 each; No. 560, Blue, \$8.00 each; No.	WASH BOWLS-
No. 560, \$6.75 each; No. 660, Blue, \$8.00 each; No. 260, Blue, White & Gold, \$7.75 each.	Nos. 26 28 80 32 84 86 Each 80e 85e 40e 45e 50e 60e
STOVES-Puritan Oil Cook.	Each 80e 85e 40e 45e 50e 60e COFFEE BIGGINS—
No. 22, \$11.25 each; No. 24, \$19.25 each; No. 28, \$15.00	Nos. 0 01 00 010 090 080 040 050
each; No. 27, \$41.75 each.	Each 70c 75c 80c 85c \$1.00 \$1.10 \$1.25 \$1.85
	Each 70c 75c 80c 85c \$1.00 \$1.10 \$1.25 \$1.85 COFFEE BOILERS— Nos. 60 70 80 90 100
each; No. 27, \$41.75 each.  SETTING UP HEATING STOVES (WOOD OR COAL)— Over \$6.50 no charge; under \$6.50 min. charge 50c. Flat Hd. Brt. Screwa sell 66 2-3% off list gross lots.	Each 70c 75c 80c 85c \$1.00 \$1.10 \$1.25 \$1.85 COFFEE BOILERS—
each; No. 27, \$41.75 each.  SETTING UP HEATING STOVES (WOOD OR COAL)— Over \$6.50 no charge; under \$6.50 min. charge 50c. Flat Hd. Brt. Screws sell 66 2-3% off list gross lots.  PERFECTION OIL STOVE WICKS—	Each         70c         75c         80c         85c         \$1.00         \$1.10         \$1.25         \$1.85           COFFEE BOILERS—Nos.         60         70         80         90         100           Each         9.95         \$1.05         \$1.25         \$1.60         \$2.15           Nos.         601         701         801         901         1001           Each         1.05         \$1.15         \$1.25         \$1.60         \$2.15           Each         \$1.05         \$1.15         \$1.40         \$1.70         \$2.35
each; No. 27, \$41.75 each.  SETTING UP HEATING STOVES (WOOD OR COAL)— Over \$6.50 no charge; under \$6.50 min. charge 50c. Flat Hd. Brt. Screwa sell 66 2-3% off list gross lots.  PERFECTION OIL STOVE WICKS— For Heating Stoves, 15c each; for Cook stoves, 20c each.	Each 70c 75c 80c 85c \$1.00 \$1.10 \$1.25 \$1.85 COFFEE BOILERS— Nos. 60 70 80 90 100 Each 8.95 \$1.05 \$1.25 \$1.60 \$2.15 Nos. 601 701 801 901 1001 Each \$1.05 \$1.40 \$1.70 \$2.25 MILK OR RICE BOILERS—
each; No. 27, \$41.75 each.  SETTING UP HEATING STOVES (WOOD OR COAL)— Over \$6.50 no charge; under \$6.50 min. charge 50c. Flat Hd. Brt. Screws sell 66 2-3% off list gross lots.  PERFECTION OIL STOVE WICKS— For Heating Stoves, 15c each; for Cook stoves, 20c each.  GALV. WATER BUOKETS 8 quarts 35c each 12 quarts \$.05 each	Each         70c         75c         80c         85c         \$1.00         \$1.10         \$1.25         \$1.85           COFFEE BOILERS—Nos.         60         70         80         90         100           Each         9.95         \$1.05         \$1.25         \$1.60         \$2.15           Nos.         601         701         801         901         1001           Each         \$1.05         \$1.10         \$1.10         \$1.70         \$2.25           MILK OR RICE BOILERS—Nos.         14         16         18         20         22         24         26           Each         8.80         8.85         \$1.00         \$1.10         \$1.25         \$1.45         \$1.65
each; No. 27, \$41.75 each.  SETTING UP HEATING STOVES (WOOD OR COAL)— Over \$6.50 no charge; under \$6.50 min. charge 50c. Flat Hd. Brt. Screwa sell 66 2-3% off list gross lots.  PERFECTION OIL STOVE WICKS— For Heating Stoves, 15c each; for Cook stoves, 20c each.  GALV. WATER BUCKETS 8 quarts 35c each 12 quarts 3.65 each 10 quarts 40c eacn 14 quarts .70 each	Each         70c         75c         80c         85c         \$1.00         \$1.10         \$1.25         \$1.85           COFFEE BOILERS—Nos.         60         70         80         90         100           Each         9.95         \$1.05         \$1.25         \$1.60         \$2.15           Nos.         601         701         801         901         1001           Each         \$1.05         \$1.15         \$1.40         \$1.70         \$2.25           MILK OR RICE BOILERS—Nos.         14         16         18         20         22         24         25           Each         8.80         8.85         \$1.00         \$1.10         \$1.25         \$1.45         \$1.65           Nos.         28         86         141         161         181         201         221           Each         \$2.10         \$2.50         8.5         \$9.0         \$1.10         \$1.25         \$1.45         \$1.65
each; No. 27, \$41.75 each.  SETTING UP HEATING STOVES (WOOD OR COAL)— Over \$6.50 no charge; under \$6.50 min. charge 50c. Flat Hd. Brt. Screws sell 66 2-8% off list gross lots.  PERFECTION OIL STOVE WICKS— For Heating Stoves, 15c each; for Cook stoves, 20c each.  GALV. WATER BUOKETS  8 quarts  36c each 12 quarts 40c each 12 quarts 40c each 14 quarts 70 each 14 quarts 70 each 16 quarts 75 each 16 quarts 90 each	Each   70c   75c   80c   85c   \$1.00   \$1.10   \$1.25   \$1.85     COFFEE BOILERS
each; No. 27, \$41.75 each.  SETTING UP HEATING STOVES (WOOD OR COAL)— Over \$6.50 no charge; under \$6.50 min. charge 50c. Flat Hd. Brt. Screwa sell 66 2-3% off list gross lots.  PERFECTION OIL STOVE WICKS— For Heating Stoves, 15c each; for Cook stoves, 20c each.  GALV. WATER BUCKETS 8 quarts 35c each 12 quarts \$.65 each 10 quarts 45c each 14 quarts .75 each 12 quarts 45c each 16 quarts .90 each 16 quarts 60c each 20 quarts 1.00 each 100 each 20 quarts 1.00 each 100 each 20 quarts 1.00 each 100 each 20 quarts 1.00 each 20 quarts 2.00 each 2.0	Each         70c         75c         80c         85c         \$1.00         \$1.10         \$1.25         \$1.85           COFFEE BOILERS—Nos.         60         70         80         90         100           Each         9.95         \$1.05         \$1.25         \$1.60         \$2.15           Nos.         601         701         801         901         1001           Each         9.105         \$1.05         \$1.16         \$1.70         \$2.25           MILK OR RICE BOILERS—Nos.         18         20         22         24         26           Each         8.80         8.85         \$1.00         \$1.10         \$1.25         \$1.45         \$1.65           Nos.         28         86         141         161         181         201         221           Each         \$2.50         8.55         9.90         \$1.10         \$1.25         \$1.45         \$1.65           Nos.         28         86         141         161         181         201         221           Each         \$2.10         \$2.50         \$8.5         9.90         \$1.10         \$1.20         \$1.40           Nos.         241         261
each; No. 27, \$41.75 each.  SETTING UP HEATING STOVES (WOOD OR COAL)— Over \$6.50 no charge; under \$6.50 min. charge 50c. Flat Hd. Brt. Screws sell 66 2-3% off list gross lots.  PERFECTION OIL STOVE WICKS— For Heating Stoves, 15c each; for Cook stoves, 20c each.  GALV. WATER BUCKETS 8 quarts 35c each 12 quarts 3.65 each 10 quarts 40c each 14 quarts .70 each 12 quarts 45c each 16 quarts .70 each 14 quarts .70 each 16 quarts 60c each 18 quarts .90 each 16 quarts 60c each 20 quarts 1.00 each GALV. TUBS No. 0 \$.95 each No. 15 \$.60 each	Each         70c         75c         80c         85c         \$1.00         \$1.10         \$1.25         \$1.85           COFFEE BOILERS—Nos.         60         70         80         90         100           Each         9.95         \$1.05         \$1.25         \$1.60         \$2.15           Nos.         601         701         801         901         1001           Each         9.105         \$1.16         \$1.10         \$1.00         \$2.35           MILK OR RIOE BOILERS—Nos.         14         16         18         20         22         34         26           Each         \$80         \$8.5         \$1.00         \$1.10         \$1.25         \$1.65         \$1.65           Nos.         28         86         141         161         181         201         221         221           Each         \$2.10         \$2.50         \$.85         \$.90         \$1.10         \$1.20         \$1.45           Nos.         241         261         281         361         52         53/4           Each         \$1.60         \$1.80         \$2.20         \$2.70         \$1.00         \$1.00           Nos.         58
each; No. 27, \$41.75 each.  SETTING UP HEATING STOVES (WOOD OR COAL)— Over \$6.50 no charge; under \$6.50 min. charge 50c. Flat Hd. Brt. Screws sell 66 2-3% off list gross lots.  PERFECTION OIL STOVE WICKS— For Heating Stoves, 15c each; for Cook stoves, 20c each.  GALV. WATER BUCKETS  8 quarts 35c each GALV. STOCK BUCKETS 12 quarts 40c each 12 quarts 7.0 each 12 quarts 45c each 16 quarts 7.0 each 14 quarts 50c each 18 quarts 90 each 16 quarts 1.00 each 10	Each   70c   75c   80c   85c   \$1.00   \$1.10   \$1.25   \$1.85     COFFEE BOILERS
each; No. 27, \$41.75 each.  SETTING UP HEATING STOVES (WOOD OR COAL)— Over \$6.50 no charge; under \$6.50 min. charge 50c. Flat Hd. Brt. Screws sell 66 2-3% off list gross lots.  PERFECTION OIL STOVE WICKS— For Heating Stoves, 15c each; for Cook stoves, 20c each.  GALV. WATER BUCKETS 8 quarts 35c each 12 quarts 3.65 each 10 quarts 40c each 14 quarts .70 each 12 quarts 45c each 16 quarts .75 each 14 quarts .70 each 16 quarts 60c each 18 quarts .90 each 16 quarts 60c each 20 quarts 1.00 each 16 quarts 60c each No. 15 \$.60 each No. 1 1.15 each No. 16 .70 each No. 2 1.50 each No. 17 .75 each No. 3 1.50 each No. 18 .80 each No. 18 .80 each	Each   70c   75c   80c   85c   \$1.00   \$1.10   \$1.25   \$1.85
each; No. 27, \$41.75 each.  SETTING UP HEATING STOVES (WOOD OR COAL)— Over \$6.50 no charge; under \$6.50 min. charge 50c. Flat Hd. Brt. Screws sell 66 2-8% off list gross lots.  PERFECTION OIL STOVE WICKS— For Heating Stoves, 15c each; for Cook stoves, 20c each.  GALV. WATER BUOKETS  8 quarts 35c each GALV. STOCK BUOKETS  8 quarts 40c each 12 quarts 7.0 each 12 quarts 40c each 14 quarts 7.0 each 14 quarts 50c each 18 quarts 90 each 16 quarts 60c each 20 quarts 1.00 each 16 quarts 7.5 each No. 15 9.60 each No. 1 1.15 each No. 15 9.60 each No. 2 1.30 each No. 17 7.5 each No. 3 1.50 each No. 17 7.5 each No. 3 1.50 each No. 18 80 each No. 10 1.00 each No. 20 1.10 each No. 20 1.10 each No. 30 FINKLERS	Each   70c   75c   80c   85c   \$1.00   \$1.10   \$1.25   \$1.85     COFFEE BOILERS
each; No. 27, \$41.75 each.  SETTING UP HEATING STOVES (WOOD OR COAL)— Over \$6.50 no charge; under \$6.50 min. charge 50c. Flat Hd. Brt. Screws sell 66 2-3% off list gross lots.  PERFECTION OIL STOVE WICKS— For Heating Stoves, 15c each; for Cook stoves, 20c each.  GALV. WATER BUCKETS  8 quarts 35c each 12 quarts 3.65 each 10 quarts 40c each 14 quarts .70 each 12 quarts 45c each 16 quarts .75 each 16 quarts 50c each 18 quarts .90 each 16 quarts 60c each 20 quarts 1.00 each 16 quarts 60c each 20 quarts 1.00 each No. 1 1.15 each No. 15 5.00 each No. 1 1.15 each No. 16 .70 each No. 2 1.30 each No. 16 .70 each No. 2 1.50 each No. 17 .75 each No. 18 .80 each No. 20 1.10 each No. 20 1.50 each No. 20 1.10 each No. 20 1.50 each No. 20 1.10 each No. 20 1.50 each No. 20 1.5	Each
each; No. 27, \$41.75 each.  SETTING UP HEATING STOVES (WOOD OR COAL)— Over \$6.50 no charge; under \$6.50 min. charge 50c. Flat Hd. Brt. Screws sell 66 2-3% off list gross lots.  PERFECTION OIL STOVE WICKS— For Heating Stoves, 15c each; for Cook stoves, 20c each.  GALV. WATER BUOKETS  8 quarts 35c each 16 quarts 70 each 12 quarts 40c each 14 quarts 70 each 12 quarts 45c each 16 quarts 90 each 14 quarts 70 each 16 quarts 50c each 18 quarts 90 each 16 quarts 60c each 20 quarts 1.00 each 170 each 180 each No. 15 60 each 180 15 80c each 180 170 170 170 170 180c  GALV. SPRINKLERS 4 quarts 80c each 180 20 quarts 80c each 18	Each
each; No. 27, \$41.75 each.  SETTING UP HEATING STOVES (WOOD OR COAL)— Over \$6.50 no charge; under \$6.50 min. charge 50c. Flat Hd. Brt. Screwa sell 66 2-3% off list gross lots.  PERFECTION OIL STOVE WICKS— For Heating Stoves, 15c each; for Cook stoves, 20c each.  GALV. WATER BUCKETS  8 quarts 35c each 12 quarts \$.65 each 10 quarts 45c each 14 quarts .75 each 14 quarts 50c each 16 quarts .75 each 16 quarts 60c each 18 quarts .90 each 16 quarts .90 each No. 1 1.15 each No. 15 \$.60 each No. 1 1.15 each No. 15 .50 each No. 2 1.80 each No. 16 .70 each No. 2 1.80 each No. 17 .75 each No. 2 1.80 each No. 18 .80 each No. 20 1.10 each No. 20 1.10 each SGALV. SPRINKLERS  4 quarts \$.60 each 2 quarts \$.85 each 2 quarts	Each   70c   75c   80c   85c   \$1.00   \$1.10   \$1.25   \$1.85     COFFEE BOILERS
each; No. 27, \$41.75 each.  SETTING UP HEATING STOVES (WOOD OR COAL)— Over \$6.50 no charge; under \$6.50 min. charge 50c. Flat Hd. Brt. Screws sell 66 2-8% off list gross lots.  PERFECTION OIL STOVE WICKS— For Heating Stoves, 15c each; for Cook stoves, 20c each.  GALV. WATER BUOKETS  8 quarts 35c each 16 quarts 3.65 each 10 quarts 40c each 14 quarts .70 each 12 quarts 45c each 16 quarts .75 each 14 quarts 50c each 18 quarts .90 each 16 quarts 60c each 20 quarts 1.00 each No. 1 1.15 each No. 15 6.0 each No. 2 1.80 each No. 15 6.0 each No. 3 1.50 each No. 16 .70 each No. 3 1.50 each No. 17 .75 each No. 3 1.50 each No. 18 .80 each No. 30 1.10 each GALV. SPRINKLERS 4 quarts 3.60 each No. 18 .80 each No. 20 1.10 each 10 quarts .80 each 2 quarts 4.0 each 10 quarts .80 each 2 quarts 4.0 each 10 quarts .80 each 2 quarts .40 each 10 quarts .80 each 2 quarts .50 each 10 quarts .80 each 4 quarts .50 each 12 quarts .50 each 16 quarts .50 each 5 quarts .50 each 16 quarts 1.15 each 6 quarts .50 each 17 quarts .50 each 18 quarts .50 each 19 quarts .50 each 10 quarts .50 each 10 quarts .15 each 5 quarts .50 each 17 quarts .75 each 18 quarts .50 each 19 quarts .50 each 10 quarts .70 each 6 quarts .50 each 10 quarts .135 each 6 quarts .75 each	Rech
each; No. 27, \$41.75 each.  SETTING UP HEATING STOVES (WOOD OR COAL)— Over \$6.50 no charge; under \$6.50 min. charge 50c. Flat Hd. Brt. Screws sell 66 2-3% off list gross lots.  PERFECTION OIL STOVE WICKS— For Heating Stoves, 15c each; for Cook stoves, 20c each.  GALV. WATER BUOKETS  8 quarts 35c each 16 quarts 70 each 12 quarts 40c each 14 quarts 70 each 12 quarts 50c each 16 quarts 90 each 14 quarts 90c each 18 quarts 90c each 16 quarts 60c each 20 quarts 1.00 each No. 1 1.15 each No. 15 6.00 each No. 2 1.30 each No. 15 6.00 each No. 3 1.50 each No. 17 75 each No. 3 1.50 each No. 17 75 each No. 3 1.50 each No. 17 75 each No. 18 .80 each No. 10 1.10 each No. 10 1.10 each 6 quarts 70c each 1 quarts 40c each 10 quarts .80c each 1 quarts 50c each 11 quarts 50c each 1 quarts 50c each 12 quarts 1.10 each 6 quarts 50c each 13 quarts 50c each 1 quarts 50c each 14 quarts 95c each 1 quarts 50c each 15 quarts 1.50c each 1 quarts 50c each 16 quarts 1.50c each 1 quarts 50c each 17 quarts 1.50c each 1 quarts 50c each 18 quarts 50c each 1 quarts 50c each 19 quarts 1.50c each 1 quarts 50c each 10 quarts 1.50c each 1 quarts 50c each 10 quarts 1.50c each 10 quarts 90c each 10 quarts 1.50c each 10 quarts 90c each	Each
each; No. 27, \$41.75 each.  SETTING UP HEATING STOVES (WOOD OR COAL)— Over \$6.50 no charge; under \$6.50 min. charge 50c. Flat Hd. Brt. Screws sell 66 2-8% off list gross lots.  PERFECTION OIL STOVE WICKS— For Heating Stoves, 15c each; for Cook stoves, 20c each.  GALV. WATER BUOKETS  8 quarts 35c each 16 quarts 7.0 each 12 quarts 45c each 16 quarts 7.0 each 12 quarts 45c each 16 quarts 7.0 each 14 quarts 50c each 18 quarts 9.0 each 16 quarts 60c each 20 quarts 1.00 each No. 0 \$.95 each No. 15 6.0 each No. 1 1.15 each No. 16 7.0 each No. 2 1.80 each No. 17 7.75 each No. 3 1.50 each No. 17 7.75 each No. 3 1.50 each No. 18 .80 each No. 20 1.10 each GALV. SPRINKLERS 4 quarts \$.60 each 2 quarts 4.0 each 6 quarts 7.0 each 2 quarts 4.0 each 10 quarts 9.5 each 4 quarts 5.5 each 10 quarts 1.10 each 5 quarts .50 each 10 quarts 1.85 each 6 quarts .50 each 10 quarts 9.9 each 10 quarts .90 each 11 quarts 9.9 each 12 quarts 1.10 each 5 quarts .50 each 10 quarts .90 each 11 quarts 9.0 each 12 quarts 1.10 each 10 quarts .90 each 11 quarts 9.0 each 12 quarts 1.00 each 13 quarts 1.00 each	Each   70c   75c   80c   85c   \$1.00   \$1.10   \$1.25   \$1.85     COFFEE BOILERS
each; No. 27, \$41.75 each.  SETTING UP HEATING STOVES (WOOD OR COAL)— Over \$6.50 no charge; under \$6.50 min. charge 50c. Flat Hd. Brt. Screws sell 66 2-3% off list gross lots.  PERFECTION OIL STOVE WICKS— For Heating Stoves, 15c each; for Cook stoves, 20c each.  GALV. WATER BUOKETS  8 quarts 35c each for Cook stoves, 20c each.  GALV. STOCK BUOKETS  8 quarts 40c each 12 quarts 7.0 each 12 quarts 45c each 16 quarts .70 each 16 quarts .90 each 18 quarts .90 each 16 quarts 1.00 each No. 1 1.15 each No. 15 6.0 each No. 1 1.15 each No. 15 6.0 each No. 1 7.75 each No. 2 1.30 each No. 17 .75 each No. 3 1.50 each No. 17 .75 each No. 18 .80 each No. 17 .75 each No. 18 .80 each No. 19 1.10 each Squarts .90 each 10 quarts .90 each 12 quarts .80 each 3 quarts .40 each 12 quarts .80 each 4 quarts .50 each 10 quarts .95 each 4 quarts .50 each 10 quarts .90 each 10 quarts .90 each 10 quarts .90 each 11 quarts	Bach
each; No. 27, \$41.75 each.  SETTING UP HEATING STOVES (WOOD OR COAL)— Over \$6.50 no charge; under \$6.50 min. charge 50c. Flat Hd. Brt. Screws sell 66 2-3% off list gross lots.  PERFECTION OIL STOVE WICKS— For Heating Stoves, 15c each; for Cook stoves, 20c each.  GALV. WATER BUCKETS 8 quarts 35c each 12 quarts 3.65 each 10 quarts 40c each 14 quarts .70 each 12 quarts 50c each 18 quarts .90 each 16 quarts 50c each 18 quarts .90 each 16 quarts 60c each 20 quarts 1.00 each No. 1 1.15 each No. 15 0.00 each No. 1 1.15 each No. 16 .70 each No. 2 1.30 each No. 16 .70 each No. 2 1.30 each No. 17 .75 each No. 3 1.50 each No. 18 .80 each No. 20 1.10 each Solution	Reach
each; No. 27, \$41.75 each.  SETTING UP HEATING STOVES (WOOD OR COAL)— Over \$6.50 no charge; under \$6.50 min. charge 50c. Flat Hd. Brt. Screws sell 66 2-8% off list gross lots.  PERFECTION OIL STOVE WICKS— For Heating Stoves, 15c each; for Cook stoves, 20c each.  GALV. WATER BUOKETS  8 quarts 35c each 16 quarts 3.65 each 10 quarts 40c each 14 quarts .70 each 12 quarts 45c each 16 quarts .75 each 14 quarts 50c each 18 quarts .90 each 16 quarts 60c each 20 quarts 1.00 each No. 0 \$.95 each No. 15 \$.60 each No. 1 1.15 each No. 15 \$.60 each No. 2 1.80 each No. 16 .70 each No. 3 1.50 each No. 17 .75 each No. 3 1.50 each No. 18 .80 each No. 30 1.10 each GALV. SPRINKLERS 4 quarts \$.60 each 2 quarts 40 each 6 quarts .70 each 2 quarts 40 each 10 quarts .80 each 2 quarts 40 each 10 quarts .95 each 4 quarts .50 each 10 quarts 1.10 each 6 quarts .50 each 11 quarts .50 each 10 quarts .90 each 12 quarts 1.10 each 6 quarts .50 each 10 quarts .95 each 4 quarts .50 each 10 quarts .95 each 4 quarts .50 each 10 quarts .95 each .95 each .50 each 10 quarts .80 each .50 each 10 quarts .90 each 10 quarts .90 each 11 quarts .90 each 12 quarts .50 each 13 quarts .50 each 10 quarts .90 each 10 quarts .90 each 11 quarts .90 each 12 quarts .50 each 13 quarts .50 each 14 quarts .50 each 15 quarts .50 each 16 quarts .50 each 17 quarts .50 each 18 quarts .50 each 19 quarts .50 each 10 quarts	Bach
each; No. 27, \$41.75 each.  SETTING UP HEATING STOVES (WOOD OR COAL)— Over \$6.50 no charge; under \$6.50 min. charge 50c. Flat Hd. Brt. Screws sell 66 2-3% off list gross lots.  PERFECTION OIL STOVE WICKS— For Heating Stoves, 15c each; for Cook stoves, 20c each.  GALV. WATER BUCKETS  8 quarts 35c each 16 quarts 7.0 each 12 quarts 45c each 16 quarts 7.0 each 16 quarts 50c each 18 quarts 90 each 16 quarts 1.00 each 16 quarts 1.00 each No. 1 1.15 each No. 1 1.15 each No. 1 1.50	Bach
each; No. 27, \$41.75 each.  SETTING UP HEATING STOVES (WOOD OR COAL)— Over \$6.50 no charge; under \$6.50 min. charge 50c. Flat Hd. Brt. Screws sell 66 2-3% off list gross lots.  PERFECTION OIL STOVE WICKS— For Heating Stoves, 15c each; for Cook stoves, 20c each.  GALV. WATER BUCKETS 8 quarts 35c each 12 quarts \$.05 each 12 quarts 40c each 14 quarts .70 each 14 quarts 50c each 16 quarts .70 each 16 quarts 60c each 18 quarts .90 each 16 quarts .00 each No. 1 1.15 each No. 1 1.15 each No. 1 1.15 each No. 1 1.15 each No. 1 1.10 each No. 2 1.30 each No. 17 .75 each No. 3 1.50 each No. 17 .75 each No. 3 1.50 each No. 18 .80 each No. 18 .80 each No. 10 quarts .95 each 10 quarts .95 each 2 quarts .40 each 10 quarts .95 each 2 quarts .40 each 10 quarts .10 each 6 quarts .50 each 10 quarts .110 each 10 quarts .95 each 2 quarts .40 each 10 quarts .95 each 2 quarts .50 each 10 quarts .90 each 10 quarts .90 each 16 quarts Skillets, each .90 each 17 Regular Skillets, each .90 No. 10 Regular Skillets, each .90 No. 10 Regular Skillets, each .90 No. 11 Regular Skillets, each .90 No. 12 Regular Skillets, each .90 No. 12 Regular Skillets, each .1.65	Bach
each; No. 27, \$41.75 each.  SETTING UP HEATING STOVES (WOOD OR COAL)— Over \$6.50 no charge; under \$6.50 min. charge 50c. Flat Hd. Brt. Screws sell 66 2-3% off list gross lots.  PERFECTION OIL STOVE WICKS— For Heating Stoves, 15c each; for Cook stoves, 20c each.  GALV. WATER BUOKETS  8 quarts 35c each for Cook stoves, 20c each. 10 quarts 40c each 12 quarts 3.65 each 10 quarts 40c each 14 quarts 70 each 12 quarts 50c each 16 quarts 90 each 16 quarts 90 each 16 quarts 1.00 each 170 each 18 quarts 1.00 each 10 quarts 1.15 each 10 quarts 1.00 each 18 quarts 1.00 each 19 quarts 1.10 each 10 quarts 1.10 each 10 quarts 1.10 each 10 quarts 1.10 each 11 quarts 1.10 each 10 quarts 1.10 each 11 quarts 11 quar	Each   70c   75c   80c   85c   \$1.00   \$1.10   \$1.25   \$1.85
each; No. 27, \$41.75 each.  SETTING UP HEATING STOVES (WOOD OR COAL)— Over \$6.50 no charge; under \$6.50 min. charge 50c. Flat Hd. Brt. Screws sell 66 2-3% off list gross lots.  PERFECTION OIL STOVE WICKS— For Heating Stoves, 15c each; for Cook stoves, 20c each.  GALV. WATER BUCKETS  8 quarts	Each
SETTING UP HEATING STOVES (WOOD OR COAL) —   Over \$6.50 no charge; under \$6.50 min. charge 50e.     Flat Hd. Brt. Screws sell 66 2-8% off list gross lots.   PERFECTION OIL STOVE WICKS —	Each   70c   75c   80c   85c   \$1.00   \$1.10   \$1.25   \$1.85
each; No. 27, \$41.75 each.  SETTING UP HEATING STOVES (WOOD OR COAL)— Over \$6.50 no charge; under \$6.50 min. charge 50c. Flat Hd. Brt. Screws sell 66 2-8% off list gross lots.  PERFECTION OIL STOVE WICKS— For Heating Stoves, 15c each; for Cook stoves, 20c each.  GALV. WATER BUOKETS  8 quarts 35c each for Cook stoves, 20c each.  10 quarts 40c each 12 quarts \$.05 each 12 quarts 7.0 each 12 quarts 45c each 16 quarts .70 each 14 quarts 50c each 18 quarts .90 each 16 quarts 60c each 20 quarts 1.00 each No. 1 1.15 each No. 1 5 \$.60 each No. 1 5 \$.60 each No. 1 1.15 each No. 15 \$.60 each No. 17 .75 each No. 3 1.50 each No. 17 .75 each No. 3 1.50 each No. 17 .75 each No. 3 1.50 each No. 18 .80 each No. 10 quarts .70 each 2 quarts .40 each 10 quarts .95 each 2 quarts .40 each 12 quarts 1.85 each 6 quarts .50 each 10 quarts .50 each 11 quarts .50 each 10 quarts .50 each 11 quarts .50	Each   70c   75c   80c   85c   \$1.00   \$1.10   \$1.25   \$1.85
SETTING UP HEATING STOVES (WOOD OR COAL) —	Each   70c 75c 80c 85c \$1.00 \$1.10 \$1.25 \$1.85
SETTING UP HEATING STOVES (WOOD OR COAL) —   Over \$6.50 no charge; under \$6.50 min. charge 50c.	Each   70c   75c   80c   85c   \$1.00   \$1.10   \$1.25   \$1.85

RETAIL SELLING	PRICE—Continued.
DRINKING CUPS—	SQUARE STOVE PANS—
Nos. 08 09 010 8 9 10 11 Each 15c 15c 15c 15c 20c 20c	Nos. 110 111 112 118 114 115 116 118 Each 556 60c 65c 70c 85c 95c \$1.10 \$1.55
PIECED OUPS—	OBLONG STOVE PANS—
No. 20, 15e; No. 25, 20e; No. 40, 80c.	Nos. 100 200 800 825 850 400 Each 40c 45c 55e 65c 70c 75e
STRAIGHT OUPS—	Nos. 425 450 475 500 550
No. 0, 20c; No. 6, 25c; No. 120, 85c. MINERS' CUPS—	Each \$ .85 \$ .90 \$1.00 \$1.10 \$1.20
No. 50, 85c each.	DISH PANS— Nos. 80 100 140 170 210 800 400
MEASURING CUPS-	Each 75c 85c \$1.00 \$1.10 \$1.80 \$1.95 \$2.90
No. 10, 20c each.	OVAL DISH PANS—
OUSPIDORS— No. 10, 40c; No. 20, 45c; No. 80, 55c each.	No. 15, \$1.25; No. 18, \$1.45; No. 22, \$1.65. BINSING PANS—
FLARING DIPPERS—	Nos. 08 010 012 014 017
No. 161, 25c; No. 151, 25c cach.	Each \$ .70 \$ .75 \$ .85 \$ .90 \$1.10
WINDSOR DIPPERS—	LIPPED FRY PANS— Nos. 80 81 82 88 84 85 86
No. 100, 25c; No. 110, 80c; No. 112, 85c; No. 114, 85c. 8UDS DIPPERS—	Nos. 80 81 82 88 84 85 86 Each 25c 80c 85c 40c 45c 50c 55e
No. 2, 35c; No. 4, 45c each.	MUFFIN PANS—
WALL SOAP DISHES-	Nos. 406 408 409 412 Each 40c 50e 55e 65e
No. 60, 80c; No. 060, 25c.	CORN CAKE PANS—
SINK DRAINERS— No. 7, 45c; No. 40, 85c each.	Nos. 706 708 709 713
COFFEE PLASKS—	Each 45e 55e 65e 70e
No. 10, 45c each.	OOMBINATION DOUBLE SAUCE PANS—No. 1, \$1.25; No. 11, \$1.45.
FRUIT JAR FILLERS—	COMBINATION TRIPLE SAUCE PANS-
No. 20, 20c each.	No. 10, \$1.90; No. 101, \$2.10.
PIECED FUNNELS Nos. 01 02 08 04 05 06	MILK PANS—
Each 25c 30c 85c 40c 45c 55c	Nos. 00 0 11 15 20 30 40 50 60 80 100 120 Each 55c 17c 20c 28c 25c 80c 85c 40c 45c 50c 60c 70c
BED PANS—	STRAIGHT SAUCE PANS-
No. 1, \$2.50; No. 2, \$1.65 each.	Nos. 250 850 450 650
GRADUATED MEASURES— No. 11, 45c; No. 011, 40c each.	Each 50e 55c 70e 85e
BERLIN KETTLES—	LIPPED SAUCE PANS— Nos. 9 10 12 14 16 18 20 22 24 26 28 20
Nos. 02 08 04 05 06 08 010 019	Each 28c 25c 27c 29c 80c 85c 40c 45c 50c 55c 65c 75c
Each 45e 55e 65c 70e 75c 95c \$1.15 \$1.85 Nos. 021 081 041 051 061 081 0101 0121	PUDDING PANS—
Nos. 021 081 041 051 061 081 0101 0121 Each 55e 65e 75e 85e 95e \$1.15 \$1.80 \$1.55	Nos. 50 100 150 300 300 Each 20c 23c 25c 80c 38c
OONVEX KETTLES-	Nos. 400 500 600 800 1000
Nos. 212 214 216 218 220 222 Each 8.95 \$1.10 \$1.25 \$1.45 \$1.65 \$2.10	Each 85c 40c 45c 55c 60c
Nos. 2121 2141 2161 2181 2201 2391	DEEP STEW PANS— Nos. 14 16 18 20 22
Each \$1.05 \$1.30 \$1.45 \$1.85 \$1.85 \$2.80	Each 80c 88c 85c 40c 45c
MILK KETTLES Nos. 70 71 72 78 74 76 81 82	BERLIN SAUCE PANS AND POTS-
Each 85c 45c 55c 65c 80c 90c 45c 55c	Nos. 02 08 04 05 06 08 010 012 Each 45c 55c 65c 70c 75c 95c \$1.15 \$1.85
Nos. 88 84 86 51 52 58 54 56 Each 65c 85c 90c 60c 75c 90c \$1.10 \$1.85	Nos. 021 081 041 051 061 081 0101 0121
LIPPED PRESERVING KETTLES—	Each 55e 65e 7 e 85e 95e \$1.15 \$1.80 \$1.55
Nos. 14 16 18 20 29 34 36 38	PIE PLATES— Nos. 27 28 29 80 81 39 40 41
Each 80c 85c 40c 45c 50c 55c 60c 65c Nos. 80 82 84 86 40 50	Each 15e 20c 28c 25c 80c 25c 27c 80e
Each \$ .80 \$ .90 \$1.00 \$1.10 \$1.65 \$2.50	LEBANON PIE PLATES—
TEA KETTLES—	No. 47, 20c; No. 48, 28c; No. 49, 25c; No. 50, 80c. COFFEE POTS—
Nos. 20 80 40 50 60 70 Each 65e 70e 75e 85e 75e \$1.05	Nos. 21/3 8 5 15 25 85 45 55
Nos. 80 90 070 080 090	Each 40c 45c 50c 55c 65c 70c 75c 85c Nos. 21 4 81 51 151 251 851 451 551
Each \$1.20 \$1.45 \$1.65 \$1.90 \$2.15	Nos. 21½ 81 51 151 251 351 451 551 Each 45c 50c 55c 15c 70c 75c 85c 95c
ROYAL TEA KETTLES— Nos. 160 170 180 190	TEA POTS—
Each \$1.10 \$1.20 \$1.40 \$1.65	Nos. 00 01 0 10 20 30 40 50 Each 45c 50c 55c 60c 65c 75c 80c 90c
DEEP LADLES— Nos. 90 100 110 120 91 101 111 131	Nos. 001 011 01% 101 201 201 401 501
Each 20c 20c 25c 30c 25c 25c 80c	Each 50c 55c 60c 65c 75c 85c 90c \$1.00
STANDARD MEASURES—	COVERED STOVE POTS— Nos. 706 707 708 709
Nos. 01 02 08 04 05 06 Each 25c 80c 85c 45c 55c 80c	Each \$1.10 \$1.25 \$1.70 \$9.10
JELLY MOULDS—	Nos. 7061 7071 7081 7091 Each \$1.25 \$1.45 \$1.90 \$2.80
No. 080, 25c each.	STEAMERS—
CHAMBER PAILS—	No. 7, \$1.00; No. 8, \$1.15; No. 9, \$1.25.
Nos. 1 2 8 4 25 80 Each \$1.15 \$1.25 \$1.45 \$1.65 \$1.80 \$1.95	SOUP STOCK POTS-
WATER PAILS—	Nos. 212 218 224 286
No. 110, 95c; No. 112, \$1.10; No. 114, \$1.85; No. 116, \$1.55.	Each \$8.75 \$5.00 \$6.25 \$7.50 Nos. 812 818 824 836
BREAD PANS—	Each \$7.50 \$10.00 \$12.50 \$15.00
No. 11, 80e; No. 12, 40e; No. 18, 45e. OBLONG PANS—	MOLASSES PITCHER—
No. 08, 80e; No. 04, 85e; No. 01, 25e; No. 03, 80e.	No. 601, 50c. BREAD RAISERS—
Sponge cake pans—	Nos. 10 14 17 21
No. 200, 80c each.	Each \$1.45 \$1.70 \$1.95 \$2.15 Nos. 101 141 171 211
SQUARE JELLY CAKE PANS— No. 99, 25c; No. 100, 80c; No. 90, 80c.	Each \$1.70 \$1.85 \$8.80 \$2.70
MOUNTAIN CAKE PANS—	TEA STEEPERS—
No. 78, 25e; No. 79, 80e; No. 80, 80e.	No. 2, 49c; No. 8, 45c each. GROCER'S SCOOPS—
JELLY CAKE PANS— Nos. 8 9 10 68 69 70	Nos. 2 8 4 5 20 80 40 50
Each 20c 20c 25c 20c 25c 85c	Each 85e 45e 50e 55e 50e 55e 70e 85e

			RETA	IL SE	LLING
FLAT SKIMMERS No. 9, 20c; No. 10, 20c;	No. 1	1, <b>2</b> 0e; l	No. 12, 1	85e.	
BASTING SPOONS	10	12	14	16	18
Each HANDY STRAINERS— No. 140, 10c each. GRAVY STRAINERS— No. 2, 80c each. JELLY STRAINERS— No. 20, 25c each.	156	176	196	306	286
STANDARD WIRE NAILS Add 50c per keg to laid Broken Lots— 2d to 60d Box Nails Finish except, 2d and 3d Finish 2d and 3d	i dow	oost. Over 15 \$ .05 .05 .05	lbs. Le	ss than 1 9 .06 .06 .06	15 l <b>bs.</b>

Finish, 2d and su Finish Blued, 2d and 8d Finish Bright, 2d and 8d .06 .07 .07 .06

Broken lots of nails included in purchases of full keg lete and sold as follows:

For 50 lbs. or over, add 50c per Cwt. to full keg lots.

In less than 50 lb. lots, charge 5c per lb.

For all nails sold at 6c, and 6c per lb. for all nails sold at 7c per lb.

BARBED WIRE Add 50c per 100 lbs. to your laid down cost Gliddin, Wau-kegan and American special and 50c per roll to 80-rod

spools. Plain Galvanized Fences and annealed baling and plain annealed wire add 25c per 100 lbs. to your laid down cost for full rolls.

Broken Bundles—2 lbs. or less, 12c per lb.; ever 2 lbs. to 5 lbs., 11c per lb.; over 5 lbs. to 25 lbs., 10c per lb.; over 25 lbs., 12c per stone, \$1.20; No. 20 per stone, \$1.20; No. 24 per stone, \$1.30. Broken lots 20c per lb.

Hand Lift Pump with	8x10 Iron Cylin	der and set link 5.50
		nder and set link 9.00
Windmill Force Pump	p with Cock Spot	18 No. 1 7.50
Windmill Force Pum	with Cock Spor	t No. 21/2 9.00
Windmill Force Pum	with plain Spor	t No. 1 6.50
Windmill Force Pum	p with plain Spot	t No. 21/2 8.00

STEEL GOODS-Garden Sets:

No. 30, 8 pieces, 25c; No. 60, 8 pieces, 50c; No. 8, 8 pieces, \$1.40; No. 4, 4 pieces, \$2.

rden Tool Sete—Extra Tools: No. 4G, D Hdle. Spd. Forks, 85c each; No. 5G, L Hdle. Spd. Forks, 85c each; No. 6G, Rake, 45c each; No. 7G, D Hdle. Shovel, 75c each; No. 8G, L Hdle. Shovel, 75c; No. XC Beach Spades, 15c each. No. Spd

Spading Forks—No. 32 D Hdle., 4 tine, \$1.85 each; No. 082 L Hdle., 4 tine, \$1.85 each; No. 34 D Hdle., 5 tine, \$1.75 each; No. 034 L Hdle., 5 tine, \$1.75 each.

Garden Trowels—No. 1, 6", 5c each; No. 160, 6", 10e each. Primrose, 6", 15c each; Primrose, 7", 15c each. Garden Forks—No. 10, All Cast Iron, 15c each; No. 25, All Cast Iron, 20e each; No. 40, All Cast Iron, 25e each; G, Gem, 40c each.

All Steel Garden Trowels—No. 5B, Never Break, 15c each; No. 6G, 6" Socket, 25c each; No. 215, 6" Socket, 15e each; No. 211, 6" Socket, 50c each; No. 211, 7" Socket, 50c each; No. 217, Transplanting, 20c each; No. 1, 6", 0. C. Solid Socket, 60c each; No. 2, 6" C. C. Solid Socket, 60c each; Trowel and Fork, 50c each;

each.

each.
Shovels and Spades—Long and D. Handle.
Carters, \$1.80 each; Arrow, 75c each; Puritan, \$1 each; CCP Auto Spade O. C., \$2 each; KSDA Auto Spade K. K., \$2 each.
Hoes—Riveted (Shank), 7½", 40c each; Ladies (Shank)'
5", 65c each; Shank Hoes, 7½", 65c each; Socket, 7½", 75c each; Warren, 7", \$1 each; Warren, 7½", \$1.15 each.
No. 1 Weeding Hoes, 1 prong, 45c each; No. 2 Weeding Hoes, 2 prong, 50c each; No. 3 Weeding Hoes, 4 prong, 80c each; No. 4 Weeding Hoes, 6 prong, 85c each.
German Hoes, Hdl., 4-0, 5½", 70c each; 1-0, 6", 75c each; 2, 8", 90c each.

Galvanized		-Black-
.12  .10  .15  .17  .17  .32  .50  .64 1.09	Elbows	.09  .0   .11  .13  .12  .20  .32  .39  .64
19 .19 .23 .35 .41 .64 .77 1.41	Elbows, Red. to % -in. and Larger	1   .15   .14   .16   .23   .26   .38   .45   .83
.62  .96 1.15 2.11	Elbows, Red. to ½ in. and Smaller	38 .58 .67 1.25
08 .11 .16 .27 .42 .77 .84 1.28	Elbows, 45 deg.	05 .07 .11 .19 .27 .52 .58 .84
.17 .10 .13 .21 .87 .41 .61 .74 1.41	Elbows, Street	.11 .07 .09 .14 .25 .25 .37 .44 .83
.17  .25  .46  .74 1.09 1.35 2.37	Elbows, Side Outlet	.11 .18 .82 .49 .74 .93 1.59
16 .13 .21 .24 .25 .37 .64 .87 1.51	Tees	.12 .09 .14 .17 .15 .23 .38 .52 .87
26 .26 .31 .46 .48 .84 1.09 1.86	Tees Red. to % -in. and Larger	18 .17 .21 .81 .29 .49 .64 1.12
	Tees, Red. to 1/4 - in. & Smaller	
.22  .84  .45  .80 1.28 1.80 3.02	Tees, 4-Way	15 .23 .30 .55 .90 1.28 2.05
.25 .14 .26 .40 .58 .90 1.06 1.41 2.25	Orosses	.19 .10 .19 .28 .38 .61 .64 .77 1.27
1.09 1.28 1.54 2.57	Crosses, Red. to % -in. & Larger	
11 11 14 17 20 26 40	Crosses, Red. to 1/2 -in. & Smaller Bushings	
	Faced Bushings	.06   .06   .06   .07   .08   .10   .13   .20       .14   .18   .20   .27   .34   .50
	Plugs, C. I.	03 03 03 03 04 06 07 10 14
	Caps	06 04 06 08 13 17 24 29 48
.10 .07 .10 .12 .18 .24 .42 .48 .77 .08 .05 .06 .10 .19 .27 .36 .38 .57	Lock-nuts	.05 .03 .04 .06 .13 .18 .26 .26 .34
1 00 11 10 17 10 96 901 10	Waste-nuts	05 .07 .08 .11 .13 .24 .54 .77
10 10 17 95 28 45 55 99	Reducers, Red. to % -in, & Larger	09 .08 .11 .16 .26 .26 .33 .58
59 87 981 40	Reducers, Red. to 1/2 -in. & Smaller	
08 .08 .11 .14 .17 .24 .84 .43 .54	Couplings, Wrot	.07 .07 .08 .10 .13 .17 .23 .28 .38
	Return Bends, Clo.	23 .28 .32 .61 .80 .991.44
	Return Bends, Med.	
	Return Bends, Open	27 .34 .43 .74 .96 1.70 2.18
.32  .71  .77 1.28 1.76 2.76	Y-Bends	.22   .48   .51   .86   1.19   1.76
.31 .81 .34 .87 .45 .57 .79 1.01 1.80	Standard Unions	.20 .20 .23 .25 .30 .37 .52 .65 .84
.43 .43 .58 .72 .87   1.15   1.78   2.31   2.89	Railroad Unions	.29 .29 .38 .48 .58 .77 .1.15 .54 .1.92
.07 .07 .07 .07 .09 .12 .19 .23 .30	Nipples, Wrot., Clo. or Short	.04 .04 .04 .05 .06 .08 .11 .14 .19
.12 .12 .12 .12 .16 .21 .82 .89 .52	Nipples, Wrot., 2 to 3 1/2 in. Long	06 06 06 08 09 14 18 21 28
.18 .13 .13 .14 .16 .21 .82 .89 .52	Nipples, Wrot., 4-in. Long	07 07 07 08 09 14 18 21 28
.17 .17 .17 .18 .20 .26 .85 .48 .57	Nipples, Wrot., 41/2 & 5-in. Long	08 08 08 10 11 16 21 26 84
.19 .19 .19 .20 .23 .31 .42 .51 .67	Nipples, Wrot., 6-in. Long	1.10 .10 .10 .12 .14 .19 .25 .31 .40

EAGLE CARRIAGE BOLTS—

4"—1" to 1%" incl., 20c dos.; 2" to 3%" incl., 25c dos.;

4" and 4%", 30c doz.; 5" and 5%", 35c des.; 6", 40c dos. uos. 5.16"—1" to 1%" incl., 25c dos.; 2" to 3" incl., 30c dos.; 3½" and 4", 35c dos.; 4½", 5" and 5½", 40c dos.; 6" 50c dos 16"—1" to 1%" incl., 25c dos.; 2" to 3" incl., 30c dos.; 3½" and 4", 35c dos.; 4½", 5" and 5½", 40c dos.; 6", 50c dos.

1"—14" to 2" incl., 35c dos.; 2½" to 3½" incl., 40c dos.; 8½", 45c dos.; 8%" to 5½" incl., 50c dos.; 6" to 7½" incl., 60c dos.; 6" to 7½" incl., 50c dos.; 6" to 7½" incl., 50c dos.; 6" to 6" incl., 4½", 80c dos.; 5" and 5½", 90c dos.; 6" to 8" incl., \$1.00 dos. \$1 

Norcross Cultivators No. 88, 8 prong, 85c each; No. 55. Northward No. 5, 5 prong, \$1 each.

Rakes (Malleable)—No. 0, 10 teeth, 40c each; No. 1, 13 teeth, 45c each; No. 3, 10 teeth, 50c each; No. 4, 13 teeth, 85c each; No. 5, 14 teeth, 90c each; No. 6, 16 teeth,

leach.

Rakes (Steel Bow)—No. 8, 12 teeth, 90c each; No. 9, 14 teeth, \$1 each; No. 10, 16 teeth, \$1.25 each.

Rakes (Asphaltum)—14 teeth, \$1.85 each.

Rakes (Lawn)—Japanese, 50c each.

Rakes (Lawn)—No. 124, Gibbs, 24 teeth, 75c each; No. 36, Gibbs, 36 teeth, \$1 each; Fox, 32 teeth, \$1.50 each;

Bay City, 30 teeth, \$1 each.

Acme Weeding Hoes, 90c each; RS1, Scuffle Hoes, 90c each; Turf Edgers, 90c each; DES, Garden Mattocks, 80c each.

COMMON CARRIAGE-8-16 &	1/#	401-3			0.1		
Size Each Dox.	<b>14.</b> ".	18-inch		9.60	9-inch 10-inch	.11 1.10 .12 1.20	6.75 7.25
1-inch\$ .02 \$ .20	100 <b>8</b> .80			10.20			7.75
		15-inch1		10.75		.18 1.25	
	.90	16-inch1		11.50	12-inch	.14 1.80	8.25
8-inch	1.05	17-inch1		12.00	18-inch	.15 1.85	8.65
4-inch	1.20	18-inch2		12.75	14-inch	.15 1.40	9.15
5-inch	1.80	19-inch2		13.25	15-inch	.16 1.50	9,60
6-inch	1.50	20-inch2	5 2.00	14.00	16-inch	.17 1.60	10.10
7-inch05 .40	2.25	MACHINE SCREWS-	-8-16" A	¼ ".	17-inch	.18 1.75	10.60
8-inch	2.50	Size Eac		<b>~100</b>	18-inch	.20 1.85	11.00
Three-eighths Inch-		1-inch		1.80	19-inch	.22 2.00	11.50
1-inch	1.50	2-inch0		1.85	20-inch	.25 2.15	12.00
2-inch04 .30	1.65	8-inch		1.50	LAG SCREWS-8-1	16" & ¼".	
8-inch	1.90	4-inch		1.60		ach Dos.	100
4-inch	2.15	5-inch0		2.10	1-inch	.08 .30	1.70
5-inch	2.15 2.40			2.85	2-inch	.04 .85	1.85
6-inch	2.65			2.00	8-inch	.05 .40	2.15
		Three-eighths Inc				•	<b>3</b> .10
	8.85	1-inch0		1.80	Three-eighths I		
	4.20	2-inch	4 .85	1.95	2-inch	.04 .85	2.20
	4.50	8-inch0	4 .85	2.15	8-inch	.05 .45	2.60
10-inch08 .80	4.90	4-inch	5 .40	2.40	4-inch	.06 .50	8.00
11-inch	5.25	5-inch	5 .50	8.20	5-inch	.06 .50	8.40
12-inch10 1.00	5.50	6-inch0	6 .55	8.50	6-inch	.07 .55	8.80
Five-sixteenths Inch-		7-inch0	6 .60	8.75	7-inch	.07 .65	4.15
1-inch	1.15	8-inch0		4.10	8-inch	.08 .70	4.55
2-inch	1.20	9-inch0		4.40	Five-sixteenths	Inch-	
8-inch	1.40	10-inch0		4.75	1-inch	.08 .80	1.70
4-inch	1.60	11-inch0		5.00	2-inch	.04 .85	1.85
5-inch	1.80	12-inch		5.25	8-inch	.05 .40	2.15
6-inch	2.00			0.20		.05 .40	2.40
	2.85	Five-sixteenths In				.06 .45	2.75
1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	<b>8.1</b> 0	1-inch		1.50		.06 .50	8.00
	0.10	2-inch0		1.60	6-inch		8.00
One-half Inch-		8-inch0		1.80	One-half Inch-		
1-inch	8.40	4-inch0		2.00	2-inch	.05 .45	8.10
2-inch	8.50	5-inch0		2.60	8-inch	.06 .55	8.60
8-inch06 .60	8.70	6-inch0	5 .45	2.90	4-inch	.07 .65	4.15
4-inch07 .65	4.30	One-half Inch-			5-inch	.08 .70	4.70
5-inch	4.90	1-inch	5 .50	8.85	6-inch	.08 .75	5.25
6-inch	5.50	2-inch		8.50	7-inch	.09 .80	5.80
7-inch08 .80	6.00	8-inch0		4.00	8-inch	.10 .85	6.80
8-inch	6.65	4-inch0		4.50	9-inch	.10 .95	6.85
9-inch	7.25	5-inch0		4.90	10-inch	.12 1.10	7.40
10-inch	7.80	6-inch		5.85	11-inch	.14 1.20	8.00
11-inch	8.40	7-inch0		5.85	12-inch	.15 1.35	8.50
12-inch	9.00			6.85	12-inch	.15 1.35	8.50
		8-inch	.0 1.00	0.00			

The following suggested Retail Prices on Bolts are based on the selling price and bears the following average profit: Com. Oar Bolts %x6 and smaller, 45-5% sell 20%, average profit on 100 34%%, dox. 55%; each 65%. Com. Car Bolts %x6 and larger cost 80%, sell add 5% to list, average profit on 100—35%; dox., 47%, each 57%. Machine Bolts %x4 and smaller, eost 50—5%, sell 25%, average profit by 100—36%, dox., 55%, each 65%. Machine Bolte %x4 and larger, cost 40, sell 10% average profit by 100—33 1.3%, dox., 50%, each 65%. Stove Bolts, cost 70%, sell 40%, sverage profit on 100—50%, dox., 65%.

Common

Planished

GALVANIZED WIRE CLOTH-A Grade, 6e eq. ft. BLACK WIRE CLOTH-4c sq. ft.

STOVE PIPE-

Siza

DIZE		Common Planishe	<b>70.</b>
3-inch	. <b> </b>	80c <b>\$</b> . 70 joi:	nt
4-inch		30c	at
4½-inch.		80c	
5-inch		35c . 80 joi:	at
5 1/4 - inch		40c	
6-inch		.40c 1.10 ioir	at
7-inch		55c 1.35 joir	at
6x5-inch		40c 1.30 joir	at
7x6-inch		55c 1.35 loir	•
/xo-incu	••••••••••••••••••••••••••••••••••••••		
		1.00 1011	••
STOVE PIPE	ELBOWS-	Com Corr. Plan. Cor	
STOVE PIPE	ELBOWS-	Com Corr. Plan. Cor	T.
STOVE PIPE Size 8-inch	ELBOWS-	Com Corr. Plan. Cor	T.
STOVE PIPE Size 3-inch 4-inch	ELBOWS-	Com Corr. Plan. Cor 30c 45c eac 45c eac	T.
STOVE PIPE Size 3-inch 4-inch 4½-inch	ELBOWS—	Com Corr. Plan. Cor 30c 45c eac 30c 45c eac 30c 55c eac	r. h
STOVE PIPE Size 3-inch 4-inch 41/2-inch 5-inch	ELBOWS—	Com Corr. Plan. Cor 30c 45c eac 30c 45c eac 30c 55c eac 35c 55c eac	r. h
STOVE PIPE Size 3-inch 4-inch 4½-inch 5-inch 5½-inch	ELBOWS—	Com Corr. Plan. Cor 30c 45c eac 30c 55c eac 35c 55c eac 40c 65c eac	r. h h h

TAPER ELBOWS-7x6, \$1.00 each.

ADJUSTABLE ELBOWS—8", 20c each; 4", 25c each; 5", 25c each; 6", 40c each; 7", 65c each.

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BLACK SHEET IRON-
       LAUK SHEET IRUN—18 and 20 Ga., $7.45 per 100 lbs. 22 and 24 Ga., $7.55 per 100 lbs. 26 Ga., $7.65 per 100 lbs. 27 Ga., $7.75 per 100 lbs. 28 Ga., $7.85 per 100 lbs. 30 Ga., $7.85 per 100 lbs.
30 Ga., $7.95 per 100 lbs.

GALVANIZED SHEET IRON—
12 and 14 Ga., $8.72 per 100 lbs.
16 Ga., $8.87 per 100 lbs.
18 and 20 Ga., $9.02 per 100 lbs.
22 and 24 Ga., $9.16 per 100 lbs.
26 Ga., $9.81 per 100 lbs.
27 Ga., $9.46 per 100 lbs.
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28 Ga., \$9.60 per 100 lbs. 80 Ga., \$10.00 per 100 lbs. Add 25c per 100 lbs. for broken bdls. Add 5c per 100 lbs. for corr., 24 Ga. and lighter; 10c for 32 and heavier.

12x60-inch, each \$20; 14x60-inch, each \$26.40. PIPE—

IPE—Black—¼ pipe, \$6.06; ¼, \$6.60; ½, \$8.84; ¾, \$10.82; 1, \$15.24; 1¼, \$20.44; 1½, \$24.66; 2, \$33.18. Galvanized—¼, \$8.58; ¼, \$9.42; ½, \$10.63; ¾, \$18.20; 1, \$19.50; 1¼, \$26.40; 1½, \$31.56; 2, \$42.48. Malleable fittings 50% galvanized. Malleable fittings 50% galvanized. Malleable fittings 50:10 black. Bushings 18%.
Bushings 18%.
Bushings, malleable and C. I., 18%. Plugs and Couplings 30' Malleable unions, black, 25%. Galvanized unions 25%.

GALVANIZED RANGE BOILERS— 12x60-inch \$16.00 Each Dbl. Riv. 14x60-inch \$22.00 Each Dbl. Riv.

Prices of Standard Wire Products from Stock.
Stand. Wire Nails L. C. L. base, per keg \$4.25; O. L., per keg, \$4.10.
From stock, add extras as per Nail Card for all other than base sizes.

BARBED WIRE Galvanized Glidden, \$5.10 per 100 lbs.
Galvanized 2 ply No. 12 plain twist, \$5.10 per 100 lbs.

GALVANIZED FENCE— No. 6 to 9 Base, \$4.90 per 100 lbs.

FENCE WIRE—Catch weight bdls. unpapered. PLAIN FENCE—No. 6 to 9 Base, \$4.20 100 lbs.

There is more power in kindness than there is in dynamite, but it takes longer to develop it.

One of the greatest, and at the same time one of the most neglected privileges in the world is that of saying nothing and looking wise.

Credit is like a looking glass—when once sullied by a breath, may be wiped clean, but if once cracked, can never be repaired.

# WHERE TO

Classified list of the products of progressive manufacturers — Goods that can depended upon. Note carefully our advertising pages for particulars, or address our information department.

ABRASIVES Carborundum Co., Niagara Falls, N. Y. A. W. Pike & Co., San Francisco, Pike Mfg. Co., Pike, N. H.

AIR PUMPS Ourtis Pneu. Machinery Co., St. Louis, Missouri.

AIR VALVES Beaton & Cadwell Mfg. Co., New Brit-ain, Conn.

ALUMINUM GOODS Buckeye Aluminum Co., Wooster, O.

ALUMINUM POLISH
J. C. Paul & Co., Chicago, Ill.
AMMUNITION

Giant Powder Co., San Francisco, Cal.
Peters Cartridge Co., Cincinnati, O.;
San Francisco, Cal.
Remington Arms U. M. C. Co., New
York, N. Y.

ASBESTOS FURNACE CEMENT Wm. Conners Paint Mfg. Co., Troy, New York.

AUGER BITS

James Swan Co., Seymour, Conn. Lebanon Machine Co., Lebanon, N. H. Progressive Mfg. Co., Torrington, Ct.

AUTOMOBILE ACCESSORIES AND SUPPLIES
American Chain Co., Bridgeport, Conn. Auto Pedal Pad Co., New York, N. Y. Robt. A. Bruce, Santa Ana, Cal. Buffum Tool Co., Louisiana, Mo. Century Plainfield Tire Co., Plainfield, N. J.

Century Plainfield Tire Co., Plainfield, N. J.
Chicago Flexible Shaft Co., Chicago.
Curtis Pneu. Machinery Co., St. Louis, Missouri.
Diamond Rubber Tire Co., Akron, O., and San Francisco, Cal.
Dunham, Carrigan & Hayden, San Francisco, Cal.
Eclipse Mfg. Co., Indianaoplis, Ind.
L. P. Halladay Co., Streator, Ill.
J. H. Haney & Co., Hastings, Neb.
Hartford Rubber Works, New York.
Honeyman Hardware Co., Portland, Or.
Joseph Dixon Crucible Co., Jersey
City, N. J.
Lane Bros. Co., Poughkeepsie, N. Y.
Frank Mossberg Co., Attleboro, Mass.
Motor Car Supply Co., Chicago, Ill.
Osgood Lens & Supply Co., Chicago.
Pacific Hdwe. & Steel Co., San Francisco, Cal.
U. S. Tire Co. New York, N.

Pacific Hdwe. & Steel Co., San Francisco, Cal.
U. S. Tire Co., New York, N. Y.
Safety Vulcanizer Mfg. Co., Mason
City, Iowa.
Stanley Works, New Britain, Conn.
Spring Leaf Lubricator Co., Ann Arbor, Mich.
Strevell-Paterson Hardware Co., Salt
Lake City, Utah.
Salt Lake Hardware Co., Salt Lake
City, Utah.
Simmons Hdwe. Co., St. Louis, Mo.
Union Hdwe. & Metal Co., Los Angeles, Cal.
Walker Ke-Les Lock Co., Chicago.
Whiton Hardware Co., Seattle, Wash.
Weed Chain Tire Grip Co., New York.
Weed Chain Tire Grip Co., New York.
Weed Chain Tire Grip Co., New York.
UTOMOBILE BUMPERS

AUTOMOBILE BUMPERS L. P. Halladay Co., Streator, Ill.

AUTO HAMMERS Bridgeport Hdwe. Mfg. Corp., Bridge-BOILER HANDLES
port, Conn.

Berger Bros. Co., Philadelphia, Pa.

AUTOMOBILE JACKS

Lane Bros. Co., Poughkeepsie, N. Y.

AUTO LOCKS Walker Ke-Les Lock Co., Chicago. AUTOMOBILE OILS

Platt & Washburn Refining Co., New York and San Francisco. Tiona Oil Co., Binghamton, N. Y. Union Hdwe. & Metal Co., Los Ange-les, Cal. Platt & Washburn Refining Co., New York and San Francisco.

Simmons Hdw. Co., St. Louis, Mo.

BABBITT METAL Wheeling Corrugating Co., Wheeling, W. Va. Whitaker-Glessner Co., Wheeling, W.Va.

BAKING PANS Wheeling Corrugating Co., Wheeling. W. Va.
Whitaker-Glessner Co., Wheeling, W.Va.

BALL COCKS Boston Brass Co., Waltham, Mass.

BARB WIRE

ARB WIRE American Steel & Wire Co., Chicago, Ill.: San Francisco and Los Angeles, Cal.: Portland, Ore., and Seattle. Pittsburch Steel Co., Pittsburch, Pa., and 315-319 Monadnock Bldg., San Francisco. Cal.
John A. Roeblings Sons Co., Portland, Oregon.

United States Steel Products Co., San Francisco, Cal.: Los Angeles, Cal.: Portland, Ore.; Senttle, Wash.

BARN DOOR HANGERS
Hunt, Helm, Ferris & Co., Harvard, Illinois.

Lane Bros. Co., Poughkeepsie, N. Y. Richards-Wilcox Mfg. Co., Anrora, Ill. Wagner Mfg. Co., Cedar Falls, Iowa. BARN DOOR LATCHES

RN DOOR LATCHES
Albany Hardware Specialty Mfg. Co.,
Albany, Wis.
P. & F. Corbin, New Britain, Conn.
Lane Bros. Co., Poughkeensie, N. Y.
Russell & Erwin, New Britain, Conn.,
and Son Francisco, Cal.
Stanley Works, New Britain, Conn.

BARN FOITIPMENT
Hunt, Helm. Ferris & Co., Harvard, Ill
Lane Bros. Co., Ponghkeensie, N. Y.
McKinnev Mfg. Co., Pittsburch, Pa.
Richards-Wilcox Mfg. Co., Aurora, Ill.
Safety Door Hanger Co., Ashland, O.
Stanley Works, New Britain, Conn.
Wagner Mfg. Co., Cedar Falls, Iowa. BATTERIES

Whiton Hardware Co., Seattle, Wash, BIRD CAGES AND SUNDRIES
O. Lindemann & Co., New York, N. Y.

BITS Buffum Tool Co., Louisiana, Mo. Lebanon Machine Co., Lebanon, N. H. Progressive Mfg. Co. Torrington, Ot.

BLACKSMITHS' SUPPLIES
Buffum Tool Co., Louisiana, M
Buffalo Force Co., Buffalo, N.

BLASTING POWDER
Giant Powder Co., San Francisco, Cal.
Hercules Powder Co., Wilmington, Del.
BLASTING SUPPLIES
Hercules Powder Co., Wilmington, Del.

BOILF & GRAPHITE Joseph Dixon Crucible Co., Jersey City, N. J.

BOLT CASES American Bolt & Screw Case Co., Dayton, O. BOLT CLIPPERS
11. K. Porter Co., Everett, Mass.

BOLTS-Door

Bommer Bros., Brooklyn, N. Y.
Chicago Spring Butt Co., Chicago, Ill.
P. & F. Corbin, New Britain, Conn.
Russell & Erwin, New Britain, Conn.
and San Francisco, Cal.
Shelby Spring Hinge Co., Shelby, O.
The Stanley Works, New Britain, Ct.

**BOLTS**—Water Closet

Bommer Bros., Brooklyn, N. Y. Chicago Spring Butt Co., Chicago, Ill. Shelby Spring Hinge Co., Shelby, O.

BOX OPENERS

Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.

BRACKETS—Shelf
Atlas Mfg. Co., New Haven, Conn.
P. & F. Corbin, New Britain, Conn.
The Stanley Works, New Britain, Ot.

BRAZIERS Clayton & Lambert Mfg. Co., Detroit,
Michigan.
Turner Brass Works, Sycamore, Ill.

BRIDLE IRONS
Lane Bros. Co., Poughkeepsie, N. Y.

BROOM WIRE

American Steel & Wire Co., Chicago, Ill.; San Francisco and Los Angeles, Cal.; Portland, Ore., and Seattle, Cal.; Portis Washington.

BUILDERS' HARDWARE

JILDERS' HARDWARE

Bommer Brothers, Brooklyn, N. Y.
Chicago Spring Butt Co., Chicago, Ill.
P. & F. Corbin, New Britain, Conn.
Henry Diaston & Sons, Philadelphia.
Chicago and New York.
Hammond Lumber Co., Los Angeles.
Honeyman Hardware Co., Portland, Or.
Russell & Erwin, New Britain, Conn.,
and San Francisco, Cal.
Shelby Spring Hinge Co., Shelby, O.
Simmons Hdw. Co., St. Louis, Mo.
Stanley Works, New Britain, Conn.
Salt Lake Hardware Co., Salt Lake
City, Utah.

Stanley Works, New Britain, Conn.
Salt Lake Hardware Co., Salt Lake
City, Utah.
Simmons Hardware Co., St. Louis, Mo.
Strevell-Paterson Hardware Co., Salt

Lake City, Utah.

BUTTS
P. & F. Corbin, New Britain, Conn.
Russell & Erwin, New Britain, Conn.,
and San Francisco, Cal.
Shelby Spring Hinge Co., Shelby, O.
Stanley Works, New Britain, Conn.

BUTTS—Door
The Chicago Spring Butt Co., Chicago.
Shelby Spring Hinge Co., Shelby, O.
Stanley Works, New Britain, Conn.

BUTTS—Surface
Shelby Spring Hinge Co., Shelby, O.
The Stanley Works, New Britain, Ct.

CANS AND SPECIALTIES Stuber & Kuck, Peoria, Ill.

CAPS, BLASTING Giant Powder Co., San Francisco, Cal. Hercules Powder Co., Wilmington, Del.

CARBORUNDUM Carborundum Co., Niagara Falls, N. Y.

CASEMENT HARDWARE
Russell & Erwin, New Britain, Conn.,
and San Francisco, Cal.

CASH REGISTERS
National Cash Register Co., Dayton, O.

CASTERS Faultless Caster Co., Evansville, Ind. Universal Caster & Foundry Co., New-ark, N. J.



# WHERE TO BU

Classified list of the products of progressive manufacturers — Goods that can be depended upon. Note carefully our advertising pages for particulars, or address our information department.

CATCHES—Transom
P. & F. Corbin, New Britain, Conn.
Shelby Spring Hinge Co., Shelby, O.

CEILING PLATES

Beaton & Corbin Mfg. Co., Southing-ton, Conn.

CELLAR WINDOW SETS
Shelby Spring Hinge Co., Shelby, O.
Stanley Works, New Britain, Conn.

(AIN)
American Chain Co., Bridgeport, Conn.
Cleveland Galvanizing Works Co.,
Cleveland, O.
Eclipse Mfg. Co., Indianapolis, Ind.
Parker Wire Goods Co., Worcester, Mass.

CHAINS--Transom Shelby Spring Hinge Co., Shelby, O.

CHAIR TIPS Elastic Tip Co., Boston, Mass. Henry Peabody & Co., New York,

CHECKS AND SPRINGS-Door Shelby Spring Hinge Co., Shelby, O.

CHEMICAL ENGINES

O. J. Childs Co., Utics, N. Y.

CHERRY SEEDERS
Enterprise Mfg. Co., Philadelphia, Pa.

CLIPPERS H. K. Porter, Everett, Mass.

CLOCK "

CONCRETE MIXERS
Lansing Wheelbarrow Co., San Francisco, Cal.

COLLAPSIBLE AUTO-CAMP GRATES Leslie E. Moore, Los Angeles, Cal.

CONDUCTOR ELBOWS Ferdinand Disckmann Co., Cincinnati.

COPPER GASKETS
Beaton & Cadwell Mfg. Co., New Britain, Conn.

CORDAGE Columbian Rope Co., Auburn, N. Y. Portland Cordage Co., Portland, Ore. Samson Cordage Works, Boston, Mass. **ORAYONS** 

Joseph Dixon Orucible Co., Jersey City, N. J.
CURRY COMBS
New York Stamping Co., Brooklyn.

CUTLERY

Honeyman Hardware Co., Portland, Or.
International Silver Co., Meriden, Ot.
The Jacobe Bros. Co., Inc., New York.
Ontario Knife Co., Franklinville, N. Y.
Simmons Hardware Co., St. Louis, Mo.
Salt Lake Hardware Co., Salt Lake
City, Utah.
Strevell-Paterson Hardware Co., Salt
Lake City, Utah.
CYLINDER OILS
Plat & Washburn Refining Co., New
York and San Francisco.
Tiona Oil Co., Binghamton, N. Y.
DIES CUTLERY

Greenfield Tap and Greenfield, Mass. and Die Corporation,

DOOR HANGERS HANGERS
Hunt, Helm, Ferris & Co., Harvard, Ill.
Lane Bros. Co., Poughkeepsie, N. Y.
Richards-Wilcox Mfg. Co., Aurora, Ill.
Safety Door Hanger Co., Ashland, O.
Wagner Mfg. Co., Cedar Falls, Iowa.

DOOR HOLDERS OCR HOLDERS
Bommer Brothers, Brooklyn, N. Y.
P. & F. Corbin, New Britain, Conn.
Russell & Erwin, New Britain, Conn.,
and San Francisco, Cal.
Shelby Spring Hinge Co., Shelby, O.
Stanley Works, New Britain, Conn.
Superior Spring Hinge Co., Chicago
and Los Angeles.

DOOR LATCHES OR LATCHES Lane Bros. Co., Poughkeepsie, N. Y. Russell & Erwin, New Britain, Conn., and San Francisco, Cal. The Stanley Works, New Britain, Ct.

DOOR MATS
Parker Wire Goods Co., Worcester, Parker Mass.

DOOR PULLS
Bommer Brothers, Brooklyn, N. Y.

DOOR SPRINGS

DRINKING FOUNTAINS
Buffum Tool Co., Louisiana, Mo.
M. L. Kline, Portland, Ore.

Buffalo Forge Co., Buffalo. N. Y. Goodell-Pratt Co., Greenfield, Mass. North Bros. Mfg. Co., Philadelphia, Pa.

DUMBWAITERS Sedgwick Machine Works, New York.

New Haven Clock Co., New Haven, Conn.

New Haven Clock Co., New Haven, Conn.

DYNAMITE
Dupont Powder Co., Wilmington, Del.
Giant Powder Co., San Francisco, Cal.
Hercules Powder Co., Wilmington, Del.

New Haven
Conn.

COAT AND HAT HOOKS
Atlas Mfg. Co., New Haven, Conn.
Parker Wire Goods Co., Worcester,
Mass.
Shelby Spring Hinge Co., Shelby, O.

Shelby Spring Hinge Co., Shelby, O.

Shelby Co., Shelby, O.

Giant To., Gi

ELECTRIC WASHING MACHINES
Johnson Electric Washer Co., Sar
Francisco, Cal. Washer Co., San FORGES

Sedgwick Machine Works, New York.

ENAMELED WARE Honeyman Hardware Co., Portland, Or. Central Stamping Co., New York, N.Y. Laiance & Grosjean Mfg. Co., New York, Chicago and Sen Francisco. Salt Lake Hardware Co., Salt Lake City, Utah.
Strevell-Paterson Hardware Co., Salt Lake Chardware Co., Salt Lake Chardware Co., Salt Lake City, Utah.

Lake City, Utah.

ENGINES Lansing Wheelbarrow Co., San Francisco, Cal.

ESCUTCHEONS
P. & F. Corbin, New Britain, Conn.
Shelby Spring Hinge Co., Shelby, O.

FASTENERS—Casement Window Shelby Spring Hinge Co., Shelby, O.

FAUCETS Thos. Savill's Sons, Philadelphia, Pa. FAUCETS—Auto Measuring Lane Bros. Co., Poughkeepsie, N. Y.

FENCE
United States Steel Products Co., San
Francisco, Los Angeles, Cal.; Portland, Ore.; Seattle, Wash.

LES Delta File Works, Philadelphia, Pa. Henry Disston & Sons, Philadelphia. Nicholson File Co., Providence, R. I. McCaffrey File Co., Philadelphia. Pa. Simonds Mfg. Co., Fitchburg, Mass.

FIRE APPARATUS
O. J. Childs Co., Utica, N. Y.

FIREARMS Colt's Patent Firearms Co., Hartford. Conn.
Remington Arms U. M. C. Co., New York, N. Y.

FIRE EXIT BOLTS
Russell & Erwin, New Britain, Conn.,
and San Francisco, Cal.

FIRE POTS
Clayton & Lambert Mfg. Co., Detroit,
Michigan.

FITTINGS Central Foundry Co., New York. M. L. Kline, Portland, Ore. Stanley G. Flagg & Co., Philadelphia.

FLASH LIGHTS
Usons Mfg. Co., New York, N. Y.

OR SPRINGS
Chicago Spring Butt Co., Chicago, III.
Chicago Spring Butt Co., Chicago, III.
FLOOR AND CEILING PLATES
Buffum Tool Co., Louisiana, Mo.
M. L. Kline, Portland, Ore.

Beaton & Corbin Mfg. Co., Southing-ton, Conn.

FLOOR HINGES Standard Mfg. Co., Shelby, Ohio.

FLOOR SLEEVES Beaton & Cadwell Mfg. Co., New Britain, Conn.

FLOUR SIFTERS Fred J. Meyers Mfg. Co., Hamilton, O.

FOOD CHOPPERS
Enterprise Mfg. Co. of Pa., Philadelphia, Pa.
Russell & Erwin, New Britain, Conn., and San Francisco, Cal.
Schlichter Mfg. Co., Hamilton, Ohio.

FOOD GRATERS Schlichter Mfg. Co., Hamilton, Ohio.

Buffalo Forge Co., Buffalo, N. Y.

FRY PANS
Central Stamping Co., New York, N.Y.
New York Stamping Co., Brooklyn.
Wheeling Corrugating Co., Wheeling.
W. Va.

FURNACES
Culter & Proctor Stove Co., Peoria,

FURNACES—Gasoline and Kerosene Otto Berns, Newark, N. J.

FURNITURE POLISH
J. C. Paul & Co., Chicago, Ill.

FURNITURE SLIDES
Universal Caster & Foundry Co., New-ark, N. J.

GALVANIZED GOODS
Wheeling Corrugating Co., Wheeling.
W. Va.

GALVANIZED WARE
Central Stamping Co., New York, N.Y.
Wheeling Corrugating Co., Wheeling,
W. Va.

GARAGE EQUIPMENT
Lane Bros. Co., Poughkeepsie, N. Y.
Richards Wilcox Mfg. Co., Aurora, Ill.
Curtis Pneu Machinery Co., St. Louis.
Hunt, Helm, Ferris & Co., Harvard, Ill.
The Stanley Works, New Britain, Ct.

GARDEN HOSE
Goodyear Rubber Co., San Francisco
and Portland, Ore.

GARDEN TOOLS

Buffum Tool Co., Louisiana, Mo.

Gilson Mfg. Co., Port Washington, Wisconsin.
Union Fork & Hoe Co., Columbus, O.



# WHERE TO BUT

Classified list of the products of progressive manufacturers — Goods that can be depended upon. Note carefully our advertising pages for particulars, or address our information department.

GAS ENGINE OILS

Platt & Washburn Refining Co., New
York and San Francisco.
Tiona Oil Co., Binghamton, N. Y.
Union Hdwe. & Metal Co., Los Angeles, Cal. GAS HEATERS
Heas-Snyder Co., Massillon, O.
Minier Gas Heater Co., South Pasadena, Cal.

GAS RANGES James Graham Mfg. Co., San Francisco.

GASOLINE TORCHES
Clayton & Lambert Mfg. Co., Detroit,
Michigan.
Otto Bernz, Newark, N. J.

GLASSWARE Corning Glass Works, Corning, N. Y.

Corning Glass works, Corning, N. 1.

GOLF CLUBS
Burke Golf Co., Chicago, Ill., and
Newark, Ohio.

GOLF SUPPLIES
Burke Golf Co., Chicago, Ill., and
Newark, Ohio.
Griptite Co., Chicago, Ill.

GRAPHITE Joseph Dixon Crucible Co., Jersey City, N. J.; San Francisco, Cal.

GRAPHITE PAINT
Joseph Dixon Orucible Co., Jersey City,
New Jersey.

GRASS CATCHERS

Excelsior Bag & Mfg. Co., Troy, N. Y.
Philadelphia Lawn Mower Co., Phila
delphia, Pa.
Specialty Mfg. Co., St. Anthony Park,
Minnesota.

GRATES
Leslie E. Moore, Los Angeles, Cal. GRINDERS

ne Carborundum Co., Niagara Falls, New York.

GRINDERS—Hand and Power Carborundum Co., Niagara Falls, N. Y. GRINDING WHEELS

Carborundum Co., Niagara Falls, N. Y. HAMMERS

Vaughan & Bushnell Mfg. Co., Chicago. Ill.

cago. Ill.

HANDLES

Buffum Tool Co., Louisiana, Mo.
Ivory Handle Co., Hope, Ark.

HAND FIRE EXTINGUISHERS
O. J. Childs Co., Utics, N. Y.

HAND CARTS
Lansing Wheelbarrow Co., San Francisco, Cal.

HANGING SCALES
Pelouse Mfg. Co., Chicago, Illinois.
Triner Scale Co., Chicago, Ill.

HARDWARE JOBBERS
Baker & Hamilton, San Francisco, Cal.
Dunham, Carrigan & Hayden, San
Francisco, Cal.
A. M. Holter Hardware Co., Helens,
Montans.

A. M. Holter Hardware Co., Helena, Montana.

Hammond Lumber Co., Los Angeles.

Honeyman Hardware Co., Portland, Or.

Jensen, King, Byrd Co., Spokane, Wn.

Pacific Hardware & Steel Co., San

Francisco, Cal.

Salt Lake Hardware Co., Salt Lake

City, Utah.

Simmons Hardware Co., St. Louis, Mo.

Strevell-Paterson Hdwe. Co., Salt Lake

City, Utah.

Union Hardware & Metal Co., Los Angeles, Cal.

geles. Oal.

geles, Cal.
Thomson-Diggs Co., Sacramento, Cal.
Whiton Hardware Co., Seattle, Wash.
HARDWARE SPECIALTIES
Bridgeport Hardware Mfg. Co., Bridgeport, Conn.

Buckeye Aluminum Co., Doylestown, O.
Buffum Tool Co., Louisiana, Mo.
Crescent Tool Co., Jamestown, N. Y.
Delta File Works, Philadelphia, Pa.
Excelsior Bag & Mfc. Co., Troy, N. Y.
Granucci Hardware Co., San Francisco, Cal., and St. Louis.
Hardware Specialties Mfg. Co., Wabash, Ind.
Fred J. Meyers Mfg. Co., Hamilton, O.
Lane Bros. Co., Poughkeepsie, N. Y.
Lufkin Rule Co., Saginaw, Mich.
New York Stamping Co., Brooklyn, N.Y.
Parker Wire Goods Co., Worcester,
Mass.

Mass.

HOOK AND EXPANSION PLATES

Beaton & Cadwell Mfg. Co., New Britain, Conn.

HOOKS—Coat and Hat
Bommer Bros., Brooklyn, N. Y.
P. & F. Corbin, New Britain, Conn.
Shelby Spring Hinge Co., Shelby, O.
HORSE SHOES
Phoenix Horse Shoe Co., Chicago, Ill.
United States Steel Products Co., San
Francisco, Los Angeles, Portland
and Seattle.

HOSE
Goodyear Rubber Co., San Francisco.

Mass.

Richards-Wilcox Mfg. Co., Aurora, Ill.

Salt Lake Hardware Co., Salt Lake
City, Utah.

Shelby Spring Hinge Co., Shelby, O.

Simmons Hdw. Co., St. Louis, Mo.

Stanley Works, New Britain, Conn.

Strevell-Paterson Hdwe. Co., Salt Lake.
Taylor & Boggis Foundry Co., Cleveland, O.

Thomson Diggs Co., Sasamonto Col.

land, O.
Thomson-Diggs Co., Sacramento, Cal.
McKinney Mfg. Co., Pittsburgh, Pa.

HARNESS HARDWARE
Overt Mfg. Co., Troy, N. Y.
Eberhard Mfg. Co., Cleveland, Ohio.
Salt Lake Hardware Co., Salt Lake
City, Utah.

HARVESTER OILS
Platt & Washburn Refining Co., New
York and San Francisco.
Tiona Oil Co., Binghamton, N. Y.
Union Hdwc. & Metal Co., Los Angeles, Cal.

HATCHETS

HATCHETS Simmons Hdw. Co., St. Louis, Mo. HEATERS

Minier Gas Heater Co., South Pasadena, Cal. HINGES

NGES
Bommer Brothers, Brooklyn, N. Y.
P. & F. Oorbin, New Britain, Conn.
Lawson Mfg. Co., Chicago, III.
P. & F. Corbin, New Britain, Conn.
The Chicago Spring Butt Co., Chicago.
Russell & Frwin, New Britain, Conn.,
and San Francisco, Cal.
Shelby Spring Hinge Co., Shelby, O.
Stanley Works, New Britain, Conn.
Superior Spring Hinge Co., Chicago
and Los Angeles.
NGE BLATES

HINGE PLATES
Shelby Spring Hinge Co., Shelby, O.
P. & F. Corbin, New Britain, Conn.
The Stanley Works, New Britain, Ct.

HINGES—Ball Bearing
Shelby Spring Hinge Co., Shelby, O.
P. & F. Corbin, New Britain, Conn.
The Stanley Works, New Britain, Ct.

HINGES-Floor Bommer Bros., Brooklyn, N. Y. Chicago Spring Butt Co., Chicago, Ill. Shelby Spring Hinge Co., Shelby, O. P. & F. Corbin, New Britain. Conn. The Stanley Works, New Britain, Ct. HINGES-

-Ornamental Shelby Spring Hinge Co., Shelby, O.

HINGES—Spring
Chicago Spring Butt Co., Chicago, Ill.
Bommer Bros., Brooklyn, N. Y.
HINGES—Window and Screen Chicago Spring Butt Co., Chicago, Ill.

Chicago Spring Dut. Co., Chicago Spring Dut. Co., Chicago Spring House, N. Y. P. & F. Corbin, New Britain, Conn. Richards-Wilcox Mfg. Co., Aurora, Ill. Shelby Spring Hinge Co., Shelby, O. The Stanley Works, New Britain, Ct. HOLLOW HANDLE TOOL KITS Bridgeport Haws. Mfg. Co., Bridge-

Bridgeport H port, Conn.

Goodyear Rubber Co., San Francisco.

HOSE COUPLING Stuber & Kuck, Peoria, Ill.

HOSE MENDERS Stuber & Kuck, Peoria, Ill.

HOSE REELS
Specialty Mfg. Co., St. Anthony Park,
Minnesota.

HOUSE FURNISHINGS Corning Glass Works, Corning, N. Y.

Corning Glass Works, Corning, N. Y.
HOUSEHOLD GOODS
Baker & Hamilton. San Francisco, Cal.
Central Stamping Co., New York, N. Y.
Dunham, Carrigan & Hayden, San
Francisco, Cal.
Jensen. King, Byrd Co., Spekane, Wn.
Lalance & Groeijean Mfg. Co., New
York, Chicago and San Francisco.
Landers, Frary & Clark, New Britain,
Connecticut.
Fred J. Meyers Mfg. Co., Hamilton, O.
New York Stamping Co., Brooklyn,
New York.
Nu-Sink Co., Los Angeles and San
Francisco, Cal.
Ontario Knife Co., Franklinville, N.Y.
Orona Mfg. Co., Boston, Mass.
Pacific Hardware & Steel Co., San
Francisco, Cal.
Schlichter Mfg. Co., Hamilton, Ohio

Pacific Hardware & Steel Co., San Francisco, Cal. Schlichter Mfg. Co., Hamilton, Ohio. Strevell-Paterson Hardware Co., Sale Lake City, Utah. Whiton Hardware Co., Seattle, Wash. Wheeling Corrugating Co., Wheeling. W. Va.

ICE OREAM FREEZERS
North Bros. Mfg. Co., Philadelphia.

ICE SCALES
Pelouse Mfg. Co., Chicago, Ill.
Triner Scale Co., Chicago, Ill.
INTERIOR METAL DECORATIONS
Wheeling Corrugating Co., Wheeling.
W. Va.

W. Va.

IRON AND STEEL

Pacific Hardware & Steel Co., San
Francisco, Cal.

Salt Lake Hardware Co., Salt Lake
Oity, Utah.

Strevell-Paterson Hardware Co., Salt
Lake City, Utah.
Thomson-Diggs Co., Sacramento, Cal.
United States Steel Products Co., San
Francisco, Los Angeles, Portland and
Seattle.

Wheeling Corrugating Co., Wheeling,
W. Va.

W. Va. Whiton Hardware Co., Seattle, Wash.

IRON AND STEEL SHEETS
Brier Hill Steel Co., Youngstown, O.,
and \$15-319 Monadnock Bldg., San
Francisco, Cal.

JACKS—Carriage, Truck Lane Bros. Co., Poughkeepsie, N. Y.

JOIST HANGERS Lane Bros. Co., Poughkeepsie, N. Y.

KICK PLATES
Bommer Bros., Brooklyn, N. Y.
Shelby Spring Hinge Co., Shelby, O.

# VHERE TO BUY

Classified list of the products of progressive manufacturers — Goods that can be depended upon. Note carefully our advertising pages for particulars, or address our information department.

KNIVES

Ontario Knife Co., Franklinville, N. Y.

P. & F. Corbin, New Britain, Conn. Shelby Spring Hinge Co., Shelby, O.

LAVATORY SPRING HINGES

Chicago Spring Butt Co., Chicago, Ill.

LAWN MOWERS

Pacific Hardware & Steel Co., San Francisco, Cal. Philadelphia Lawn Mower Co., Phila-delphia, Pa. Pennsylvania Lawn Mower Co., Phila-delphia, Pa. Simmons Hdw. Co., St. Louis, Mo.

LAWN SPRINKLERS

Buffum Tool Co., Louisiana, Mo. Enterprise Mfg. Co. of Pa., Philadel-

phia, Pa.
Stuber & Kuck, Peoria, Ill.
Thompson Mfg. Co., Los Angeles, Cal.
Will's Sprinkler Co., Los Angeles, Cal.

LAWN SWEEPERS Pennsylvania Lawn Mower Co., Phila-delphia, Pa. Philadelphia Lawn Mower Co., Phila-delphia, Pa.

LAWN TRIMMERS Pennsylvania Lawn Mower Co., Phila-delphia, Pa. Philadelphia Lawn Mower Co., Phila-delphia, Pa.

LEN8

Osened Lens & Supply Co., Unicago.

LEVELS Bridgeport Hardware Mfg. Corp., Bridgeport, Conn. Goodell-Pratt Co., Greenfield, Mass. Henry Disston & Sons, Philadelphia. Stanley Rule & Level Co., New Britain, Conn.

LINOLEUM Armstrong Cork Co., Lancaster, Pa.

LOCKS

CKS
P. & F. Corbin, New Britain, Conn.
Russell & Erwin, New Britain, Conn.,
and San Francisco, Cal.
Taylor & Boggis, Cleveland, O.
Shelby Spring Hinge Co., Shelby, O.

LUBRICANTS Joseph Dixon Orucible Co., Jersey City, N. J., and San Francisco. Platt & Washburn Refining Co., New York and San Francisco. Tiona Oil Co., Binghamton, N. Y. Union Hdwe. & Metal Co., Los Ange-les, Cal.

LUMBER CRAYONS
Joseph Dixon Crucible Co., Jers
City, N. J., and San Francisco.

MALLEABLE FITTINGS
Stanley G. Flagg & Co., Philadelphia.
Penn.

Manufacturers agents ANUFACTURERS' AGENTS
Bailey & Drake Co., San Francisco.
A. H. Coates Co., San Francisco, Cal.
George E. Dalton, Los Angeles, Cal.
W. D. Caldwell, San Francisco.
B. C. Coffin & Co., Salt Lake, Utah.
Horace Allen, San Francisco.
S. V. Armstrong, San Francisco.
Phil Bekeart Co., San Francisco.
W. F. Boardman & Co., San Francisco.
Cal.
A. L. Conger Co., San Francisco.
Omer Cox, San Francisco.
Geo. F. Eberhard Co., San Francisco. Ewing-Lewis Co., San Francisco and Los Angeles, Cal. Edward Knoble & Son, Tacoma, Wash. French & Linforth, San Francisco. C. W. Gause Co., San Francisco. W. H. Gilbert, San Francisco and Los Angeles San Francisco and OIL POLISH

C. W. Gause Co., San Francisco and Los Angeles.
R. B. Hanna, Los Angeles.
Haven & Haven, San Francisco, Cal.
D. L. Herman, Seattle.
H. A. Heppner & Co., Portland.
Wm. P. Horn Co., San Francisco.
M. Howard, San Francisco.
C. N. & F. W. Jonas, 768 Equitable Savings Bank Bidg., Los Angeles.
C. N. & F. W. Jonas, San Francisco.
E. A. Keithley, San Francisco.
C. A. Maydwell & Co., San Francisco.
J. T. McDevitt, San Francisco.
J. T. McDevitt, San Francisco.
J. T. McDevitt, San Francisco.
Sanford Plummer, San Francisco.
A. Rannie, San Francisco.
O. S. Rhes, Berkeley, Cal.
Jno. T. Rowntree, San Francisco.
Rowntree & Wishon, San Francisco.
Rowntree & Wis

Angeles.
C. P. Rust & Co., San Francisco, Cal.
C. H. Smith & Bro., Los Angeles.
T. H. Speddy, San Francisco.
C. H. Stanyan, San Francisco.
Fugene C. Saul, San Francisco. Eugene C. Saul, San Francisco.
J. A. Tuthill. Los Angeles: Cal.
Westbrook & Cox, Los Angeles.
S. F. Wilbur Co., San Francisco, Cal.
Thomas A. Williams, Salt Lake.
S. G. Wilson, Los Angeles.
Fred P. Winchester, San Francisco.
John J. Wirtner, San Francisco.
Wright & Lacey, San Francisco.

MECHANICS' TOOLS

Buffum Tool Co., Louisiana, Mo. The Keystone Mfg. Co., Buffalo, N. Y. The James Swan Co., Seymour, Conn.

METAL CEILINGS

Wheeling Corrugating Co., Wheeling, W. Va.

METAL LATH

Wheeling Corrugating Co., Wheeling, W. Va.

METAL POLISH

J. C. Paul & Co., Chicago, Ill.

METAL SHINGLES

Wheeling Corrugating Co., Wheeling, W. Va.

Jersey MILK CANS

Sturgis & Burn, Chicago, Ill.

MILLS-Coffee, Spice, Corn

Lane Bros. Co., Poughkeepsie, N. Y.

MOTOR CARS

Bush Motor Co., Chicago, Ill.

NAIL CLIPS

H. C. Cook Co., Ansonia, Conn.

NAIL SETS

James Swan Co., Seymour, Conn.

NAILS, STAPLES, SPIKES
American Steel & Wire Co., Chicago,
Ill.; San Francisco and Los Angeles,
Cal.; Portland, Ore., and Seattle, Washington.

J. O. Paul & Co., Chicago, Ill.

The Carborundum Co., Niagara Falls, New York.

Central Foundry Co., New York. Abendroth Bros., Port Chester, N. Y. Alabama Flue & Foundry Co., Annis-

Alabama Flue & Foundry Co., Anniston, Ala.
American Enameling Mfg. Corp., New
York, N. Y.
American Foundry & Pipe Co., Penns
Sta., Pa.
Anniston Foundry Co., Anniston, Ala.
Bessemer Soil Pipe Co., Bessemer, Ala.
Campbell Mfg. Co., Gadsden, Ala.
Casey Hedges Co., Chattanoga, Tenn.
Charlotte Pipe & Fdy. Co., Charlotte,
North Carolina.
Coss. Pipe & Foundry Co., Birming-

North Carolina.

Coosa Pipe & Foundry Co., Birmingham, Ala.

Crown Pipe & Fdy. Co., Jackson, O. Gadsden Pipe Co., Gadsden, Ala.

Haines, Jones & Cadbury Co., Philadelphia, Pa.

J. D. Johnson Co., New York, N. Y.

Krupp Foundry Co., Lansdale, Pa.

Medina Foundry Co., Medina, N. Y.

National Foundry Co. of N. Y., Brooklyn, N. Y.

National Pipe & Foundry Co., Attalla, Ala.

Reading Foundry & Supply Co., Read-ing, Pa.

Reading Foundry & Supply Co., Reading, Pa.
Salem Brass & Iron Mfg. Co., Salem,
New Jersey.
Sanitary Co. of America, Linfield, Pa.
Sommerville Iron Works, New York.
Standard Foundry Co., Anniston, Ala.
Superior Mfg. Co., Bessemer, Ala.
Union Foundry Co., Anniston, Ala.
A. Weiskittel & Son Co., Baltimore.
H. Wetter Mfg. Co., Memphis, Tenn.

PIPE BENDERS
Buffum Tool Co., Louisiana, Mo.
H. P. Martin & Bona, Owensboro, Ky.

PIPE HANGERS Beaton & Cadwell Mfg. Co., New Brit-ain, Conn.

PIPE HOOKS Berger Bros. Co., Philadelphia, Pa.

PIPE ROLLS
Beaton & Cadwell Mfg. Co., New Britain, Conn.

PIPE WRENCHES
Trimont Mig. Co., Boxbury, Mass.

# WHERE TO

Classified list of the products of progressive manufacturers — Goods that can be depended upon. Note carefully our advertising pages for particulars, or address our information department.

PIVOTS-Ball Bearing Bommer Bros., Brooklyn, N. Y.

PLANES Stanley Rule & Level Co., New Brit- RAZOR STROPS sin, Conn.

PLATES-Kick Bommer Bros., Brooklyn, N. Y.

PLATES—Push
Bommer Bros., Brooklyn, N. Y.

Bommer Bros., Brooklyn, N. Y.

PLUMBING SPECIALTIES
Armstrong Mfg. Co., Bridgeport, Ct.
Buffum Tool Co., Louisians, Mo.
Otto Bernz, Newark, N. J.
Boston Brass Co., Valtham, Mass.
Clayton & Lambert Mfg. Co., Detroit,
Michigan.
Orescent Tool Co., Jamestown, N. Y.
Excelsior Bag & Mfr. Co., Troy, N. Y.
Hays Mfg. Co., Erie, Penn.
M. L. Kline, Portland, Ore.
H. P. Martin & Sons, Owensboro, Ky.
Nye Tool & Machine Works, Chicago.
Thos. Savili's Sons, Philadelphia, Pa.
Trimont Mfg. Co., Roxbury, Mass.
Turner Brass Works, Syracuse, Ill.
PLIMBING SUPPLIES

PLUMBING SUPPLIES Smooth-On Mfg. Co., Jersey City, N. J.

Buffum Tool Co., Louisiana, Mo.
Buffum Tool Co., Louisiana, Mo.
Boston Brass Co., Waltham, Mass.
Greenfield Tap and Die Corporation,
Greenfield, Mass.
Keystone Mfg. Co., Buffalo, N. Y.
Nye Tool & Machine Works, Chicago.
Trimont Mfg. Co., Roxbury, Mass.

PLUMBERS' TOOL ROLL Excelsior Bag & Mfg. Co., Troy, N. Y.

POLISH Orona Mfg. Co., Boston, Mass. J. C. Paul & Co., Chicago.

POCKET COMPASSES Schuette Recording
Manitowoc, Wis. Compass Co...

PRUNING HOOKS
Henry Disston & Sons, Philadelphia. SADDLERY HARDWARE

PRUNING SAWS Henry Disston & Sons, Philadelphia.

PULLEYS Russell & Erwin, New Britain, Conn., and San Francisco, Cal.

PULLEYS—Awning
P. & F. Corbin, New Britain, Conn. PUMP VALVES AND PLUNGERS Berger Bros. Co., Philadelphia, Pa.

PUMPS MPS
Goulds Mfg. Co., Seneca Falls, N. Y.
Lansing Wheelbarrow Co., San Francisco, Cal.
Pacific Hardware & Steel Co., San

Francisco, Cal. Woodin & Little, San Francisco, Cal.

PUSH PLATES Bommer Bros., Brooklyn, N. Y. P. & F. Corbin, New Britain, Conn.

RADIATOR VALVES--Key and Wood Beaton & Cadwell Mfg. Co., New Brit-ain, Conn.

RAILWAY CAR MOVERS
G. D. Rowell & Son, Appleton, Wis. RANGES

Jas. Graham Mfg. Co., San Francisco, SCREW DRIVERS California.

Ringen Stove Co., St. Louis, Mo., San Francisco, Cal.

Buffum Tool Co., Bridgeport Hard Bridgeport, Con

RAZORS Baker & Hamilton, San Francisco, Cal. Simmons Hdw. Co., St. Louis, Mo.

RAZOR HONES

The Carborundum Co., Niagara Falls, New York.

The Carborundum Co., Niagara Falls, New York.

REAMERS

Greenfield Tap and Die Corporation, Greenfield, Mass.

REFRIGERATORS

Baldwin Refrigerator Co., Burlington, Zermont. Maine Mfg. Co., Nashua, N. H. Simmons Hdw. Co., St. Louis, Mo.

RIVETS

Edwin B. Stimpson Co., Brooklyn, N.Y.

RIVETING MACHINES
F. H. Smith Mfg. Co., Chicago, Ill.
Wheeling Corrugating Co., Wheeling,
W. Va.

ROASTERS Central Stamping Co., Brooklyn, N. Y.

Hammond Lumber Co., Los Angeles.

Pioneer Paper Co., Los Angeles and SHAVING BRUSHES
San Francisco, Cal.

Hyfield Mfg. Co., Ne
SHAVING BRUSHES
Rubberset Co., Newar

ROOFING CEMENT
Wm. Conners Paint Mfg. Co., Troy,
New York.

Columbian Rope Co., Auburn, N. Y. Portland Cordage Co., Portland and Seattle.

RUBBER HOSE

Goodyear Rubber Co., San Francisco and Portland.

RULES

Jufkin Rule Co., Saginaw, Mich. Stanley Rule & Level Co., New Brit-ain, Conn.

Hardware Specialties Mfg. Co., Wabash, Ind.

SASH CORD

Samson Cordage Works. Boston, Mass. SAWS

Henry Disston & Sons, Philadelphia. Goodell-Pratt Co., Greenfield, Mass. Simmons Hdw. Co., St. Louis, Mo. Simonds Mfg. Co., Fitchburg, Mass., San Francisco and Portland, Ore. L. S. Starrett Co., Athol, Mass. Thomson-Diggs Co., Sacramento, Cal.

SAW SETS Henry Disston & Sons, Philadelphia.

SCALES

Pelouze Mfg. Co., Chicago, Ill. Triner Scale & Mfg. Co., Chicago.

SCREW PLATES

Greenfield Tap and Die Corporation, Greenfield, Mass.

SCREW CASES

American Bolt & Screw Case Co., Dayton, O.

Buffum Tool Co., Louisiana, Mo.
Bridgeport Hardware Mfg. Corp.,
Bridgeport, Conn.,
Henry Disston & Sons, Philadelphia.
Goodell-Pratt Co., Greenfield, Mass.
North Bros., Philadelphia, Pa.

The James Swan Co., Seymour, Conn. Stanley Rule & Level Co., New Britain, Conn.

SCREEN DOOR HINGES
Bommer Bros., Brooklyn, N. Y.
Lawson Mfg. Co., Chicago, Ill.

SCREEN DOOR SETS

Bommer Bros., Brooklyn, N. Y.
Chicago Spring Butt Co., Chicago, III.
Russell & Erwin, New Britain, Conn.,
and San Francisco, Cal.
Stanley Works, New Britain, Conn.

SCYTHES Granucci Hardware Co., San I cisco, Cal., and St. Louis, Mo.

SCYTHE STONES The Carborundum Co., Niagara Falls, New York.

SEEDS Aggeler & Musser, Los Angeles, Cal.

SHARPENING STONES

A. W. Pike & Co., San Francisco,
Pike Mfg. Co., Pike, N. H.

SHARPENING MACHINE Hyfield Mfg. Co., New York, N. Y.

Rubberset Co., Newark, N. J.

SHEEP SHEARING MACHINES Chicago Flexible Shaft Co., Chicago.

SHEETS—Black and Galvanized
Wheeling Corrugating Co., Wheeling,
W. Va.

SHOTGUN SHELLS Peters Cartridge Co., San Francisco and Cincinnati, O.

SILVERWARE
International Silver Co., Meriden, Ct. SKILLETS

New York Stamping Co., Brooklyn.
Wheeling Corrugating Co., Wheeling,
W. Va.

SLIDING CASTERS
Domes of Silence Co., New York, N. Y
Onward Mfg. Co., Menasha, Wis.

SLIDING DOOR LATCHES
Lane Bros. Co., Poughkeepsie, N. Y.
Richards-Wilcox Mfg. Co., Aurora, Ill. 8NĂ b8

Covert Mfg. Co., Troy, N. Y. North & Judd Mfg. Co., New Britain, Conn.

Wheeling Corrugating Co., Wheeling, W. Va. SOLDER

SPARK PLUGS
Eclipse Mfg. Co., Indianapolis, Ind.

SPIDERS
New York Stamping Co., Brooklyn.
Wheeling Corrugating Co., Wheeling,
W. Va.

SPORTING GOODS
Burke Golf Co., Chicago, Ill., and
Newark, Ohio.
Colt's Patent Firearms Co., Hartford,

Con.
Du Pont Powder Co., Wilmington, Del.
Honeyman Hardware Co., Portland, Or.
Jensen, King, Byrd Co., Spokane, Wn.
Peters Cartridge Co., Cincinnati, O.
Remington Arms U. M. C. Co., New
York, N. Y.
Strevell-Paterson Hardware Co., Salt
Lake City, Utah.
Ware Broa. Co., Spokane, Wash.
Whiton Hardware Co., Seattle, Wash.

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SPRING BUTTS

Bommer Brothers, Brooklyn, N. Y.
Chicago Spring Butt Co., 'Chicago, Ill.
Shelby Spring Hinge Co., Shelby, O.

SPRING LEAF SPREADER
Spring Leaf Lubricator Co., Ann Arbor, Mich.

SPRING HINGES Bommer Brothers, Brooklyn, N. Y. Chicago Spring Butt Co., Chicago, Ill. Shelby Spring Hinge Co., Shelby, O. The Stanley Works, New Britain, Ct.

SPRINKLERS AND HOLDERS
Beaton & Oadwell Mfg. Co., New Brit-ain, Conn.

SPUD WRENCHES
Beaton & Cadwell Mfg. Co., New Britain, Conn.

STAMPED STEEL HARDWARE Shelby Spring Hinge Co., Shelby, O.

STAPLES-Wire McKinney Mfg. Co., Pittsburgh, Pa.

STEAK AND FISH PLANKS
Lansing Company, San Francisco, Cal.

STEEL FENCE POSTS
American Steel & Wire Co., Chicago,
Ill.; San Francisco and Los Angeles,
Cal.; Portland, Ore., and Seattle, Washington.

STEEL SHEETS Brier Hill Steel Co., Youngstown, O., and San Francisco, Cal.

STOCKS AND DIES
Armstrong Mfg. Co., Bridgeport, Ct.
Greenfield Tap and Die Corporation,
Greenfield, Mass.

OVES
Culter & Proctor Stove Co., Peoria, Ill.
Hess Snyder Mfg. Co., Massilion, O.
Jas. Graham Mfg. Co., San Francisco.
Jensen, King, Byrd Co., Spokane, Wn.
Ringen Stove Co., St. Louis, Mo., San
Francisco, Cal.
Spokane Stove Repair Works, Spokane,
Washington. Washington.

STOVE PIPE CRIMPER
Packham Crimper Co., Mechanicsburg, Ohio.

STOVE POLISH Joseph Dixon Orucible Co., Jersey City, N. J.

STOVE PUTTY William Conners Paint Mfg. Co., Troy, New York.

STOVE REPAIRS

Spokane Stove Repair Works, Spokane, Wash.

SULPHUR MACHINES
Granucci Hardware Co., San Francisco, Cal., and St. Louis, Mo.

TACKLE BLOCKS—Automatic Lane Bros. Co., Poughteepsie, N. Y. TANKS—Pneumatic Water Supply Wm. B. Scaife & Sons, Pittsburgh, Pa.

TANKS—Steel Wm. B. Scaife & Sons, Pittsburgh, Pa.

TAPS AND DIES
Greenfield Tap and Die Corporation,
Greenfield, Mass. TAPES

Lufkin Rule Co., Saginaw, Mich. L. S. Starrett Co., Athol, Mass. THREADING MACHINES Armstrong Mfg. Co., Bridgeport, Ot. Greenfield Tap and Die Corporation. Greenfield, Mass.

TIMBER HANGERS
Lane Bros. Co., Poughkeepsie, N. Y.

TIN AND TERNE PLATE Wheeling Corrugating Co., Wheeling, W. Va.

TINWARE Central Stamping Co., New York, N. Y.

Century Plainfield Tire Co., Plainfield, N. J.
Diamond Tire Co., Akron, O., and
San Francisco, Oal. San Francisco, Cal.

B. F. Goodrich Rubber Co., Akron,
Ohlo, and San Francisco, Cal.
Hartford Rubber Works Co., New York
U. S. Tire Co., New York, N. Y.

TIRE PATCHES
W. C. Wood Co., Minneapolis, Minn.

TIRE PUMPS
J. H. Haney & Co., Hastings, Neb.

TOGGLE BOLTS Richards-Wilcox Mfg. Co., Aurora, Ill.

Buffum Tool Co., Louisiana, Mo.
Henry Disston & Sons, Philadelphia.
Goodell-Pratt Co., Greenfield, Mass.
Lebanon Machine Co., Lebanon, N. H.
North Bros. Mfg. Co., Philadelphia.
Simmons Hdw. Co., St. Louis, Mo.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.
Strevell-Paterson Hdwe. Co., Salt Lake
City, Utah.
Vaughan & Bushnell Mfg. Co., Chicago, Ill.

John A. Roel
Oregon.

WIRE FENCE:
Francisco,
and Seattle
Wire GOODS
Parker Wire Mass.
WIRE GOODS
Parker Wire Mass.
WIRE ANALLS
Pittsburgh S
United States

TOOL HOLDERS

J. H. Williams & Co., Brooklyn, N. Y.

TOOL ROLLS
Buffum Tool Co., Louisians, Mo. Excelsior Bag & Mfg. Co., Troy, N. Y.

Clayton & Lambert Mfg. Co., Detroit, WIRE RODS American S Utto Bernz, Newark, N. J.
Turner Brass Works, Sycamore, Ill.

Cal.: Po

TRANSOM OPERATORS Russell & Erwin, New Britain, Conn., and San Francisco, Cal.

TROLLEYS-Overhead Lane Bros. Co., Poughkeepsie, N. Y.

TRUCKS

TRUCKS-Stove Universal Caster & Foundry Co., New-WRENCHES ark, N. J. Buffum To

TRUNKS AND BAGS
Salt Lake Hardware Co., Salt Lake Salt Lake H City, Utah.

VACUUM BOTTLES
Landers, Frary & Clark, New Britain,
Conn.

VALVE GRINDING COMPOUND Carborundum Co., Niagara Falls, N. Y. VISES

Goodell-Pratt Co., Greenfield, Mass. Millers Falls Co., New York, N. Y.

VULCANIZERS Safety Vulcanizer Mfg. Co.

WASHING MACHINES

Eagle Woodenware Mfg. Co., Hamilton, Ohio.

Onio.
Johnson Electric Washer Co., San
Francisco, Cal.
Pacific Hardware & Steel Co., San
Francisco, Cal.

WASHERS-Wrought Steel

The Stanley Works, New Britain, Ct. Wrought Washer Mfg. Co., Milwaukee, Wisconsin.

WASTE

Royal Mfg. Co., Rahway, N. J.

WATER COOLERS
Central Stamping Co., New York.

WATERING POTS Central Stamping Co., New York.

WELDLESS WIRE CHAIN Cleveland Galvanizing Works Co., Cleveland, Ohio.

WHEELBARROWS Lansing Wheelbarrow Co., San Francisco, Cal.

WIRE AND WIRE SPECIALTIES
John A. Roebling Sons Co., Portland,
Oregon.

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Pittsburgh Steel Co., Pittsburgh, Pa. United States Steel Products Co., San Francisco, Los Angeles, Portland and Seattle.

WIRE PRODUCTS
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United States Steel Products Co., San
Francisco, Los Angeles, Portland

American Steel & Wire Co., Chicago, Ill.; San Francisco and Los Angeles, Cal.; Portland, Ore., and Seattle, Washington.

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John A. Roebling's Sons Co., Port-land, Ore.

Lansing-Company, San Francisco, Cal. WRAPPING PRODUCTS
Expanded Wood Co., Evansville, Ind.

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Buffum Tool Co., Louisiana, Mo.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Crescent Tool Co., Jonestown, N. Y.
The Keystone Mfg. Co., Buffalo, N. Y.
Frank Mossberg Co., Attleboro, Mass.
Trimont Mfg. Co., Roxbury, Mass. WRINGERS

Eagle Woodenware Mfg. Co., Hamilton, Ohio White Mop Wringer Co., Fultonville, New York.

Stanley Works, New Britain, Conn. Wrought Washer Mfg. Co., Milwaukee, Wisconsin. WROUGHT STEEL WASHERS



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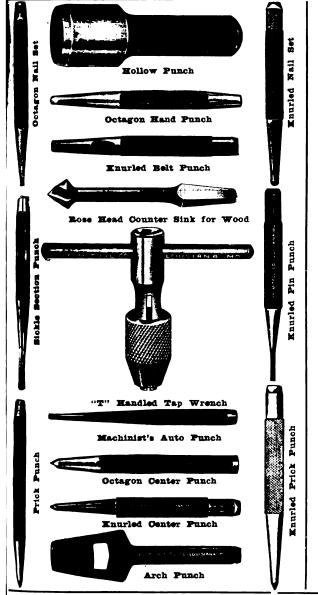
### THE BUFFUM TOOL CO.



LOUISIANA, MO.

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"Swastika" Trade Mark Registered U. S. Patent Office



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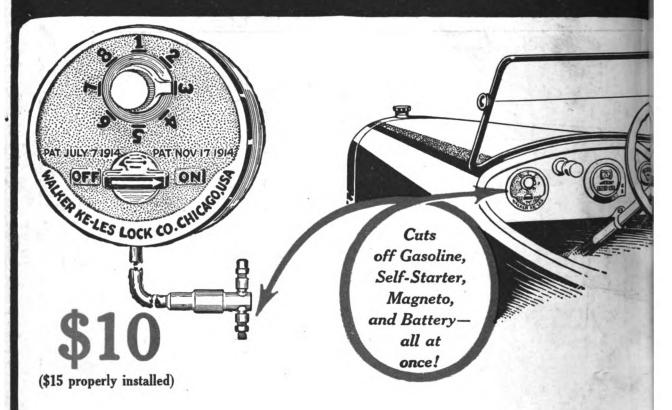
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San Francisco, California



# Every car Safe from theft!



## There Are Auto Locks and Auto Locksbut Only One WALKER KE-LES!

No key to lose, no keyhole to find! Complies with Police and Fire Department requirements

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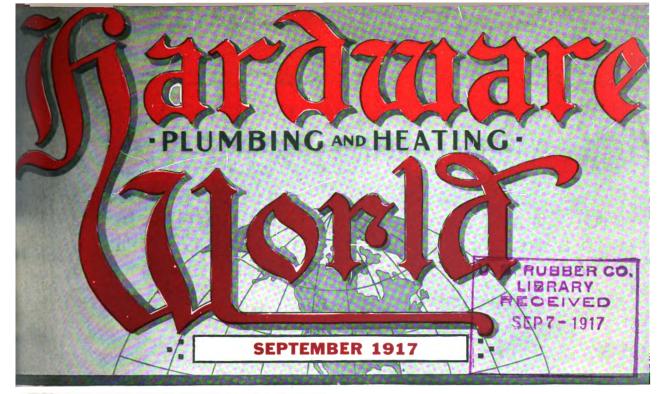
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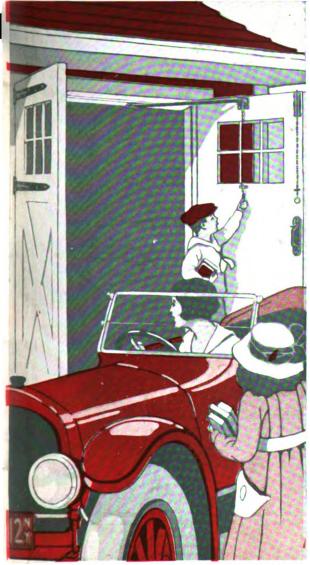
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Name and Address

Walker Ke-Les Lock Co., Chicago, U. S. A.





W HILE mother is running the machine out of the garage, the doors are locked securely open by Stanley Garage Door Holders No. 1774.

No chance for a brisk fall breeze to swing the door a-crashing against the car. A pull on the chain by the youngest of the family easily shuts the door.

# GARAGE SM HARDWARE

is the necessary equipment for every modern garage. Stanley Garage Hardware is made by the oldest and largest manufacturers of wrought steel hardware in the world and is designed especially for garage use.

Stanley Hinges and Butts make certain that the doors will swing easily and will stay weathertight.

Stanley Bolts fasten the doors shut securely. Stanley Latches and Pulls are well proportioned, strong, and convenient to operate.

Stanley Garage Hardware is well known: it has a splendid reputation and is in demand.

Today write for booklet "Selling More Stanley Garage Hardware." It's profitable reading!

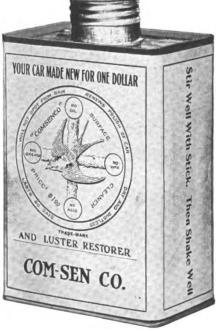
# Stanley Works

New Britain, Conn., U. S. A. 100 Lafayette Street, New York 73 East Lake Street, Chicago.

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We want to prove to you there is ONE and ONLY ONE sure way of restoring the ORIGINAL luster to an automobile. It is the COMMON SENSE WAY of keeping an automobile in the same glossy bright condition in which it left the factory

EVERY USER A BOOSTER



EVERY SALE A REPEATER

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Contains No Oil, No Grease, No Wax, No Acid

Guaranteed to do all we claim or money refunded. Saves the necessity of revarnishing and looks
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COMMON SENSE MFG. CO.

San Francisco

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### Where Quality Comes First

Where quality must be made certain, machinists use tools of known accuracy. They are also very careful to use the tools especially adapted to the work in hand.

It makes little difference what sort of work it is, if accuracy is the first thing, you can be sure of it with

## Starrett Tools

There are 2100 styles and sizes of these fine tools. One or more of them matches every demand for the fine work needed in a well-made product.

So turn your sales efforts to completing the tool equipment of the machinists who come into your store. Use that Catalog. Let it help you in selling the Micrometers, Vernier Height and Depth Gages, Vernier Calipers, Rules, Squares, Calipers and the rest.

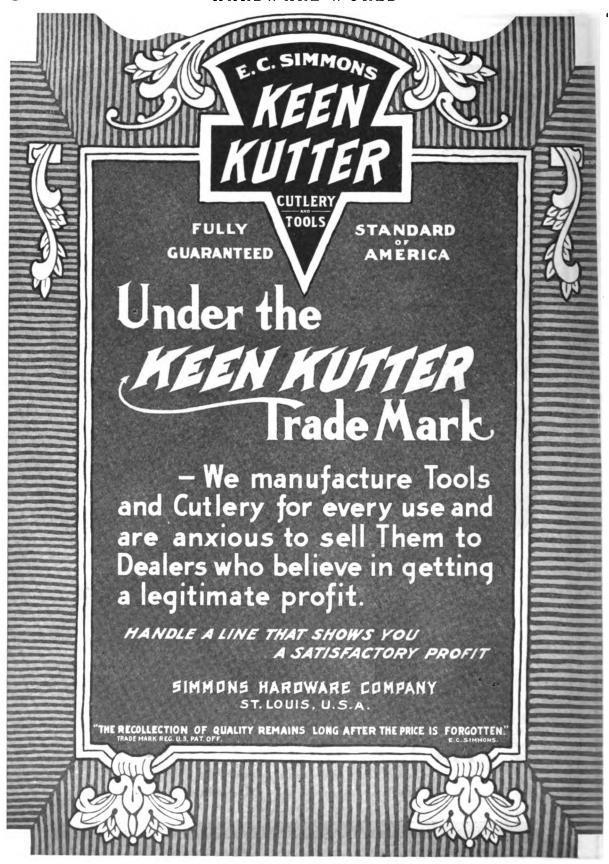
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### The L. S. Starrett Company

The World's Greatest Toolmakers

Athol - - Massachusetts

42-705







### The Union Fork & Hoe Co.

Manufacturers of a Complete Line of High Grade

# Forks, Hoes, Rakes and Hooks

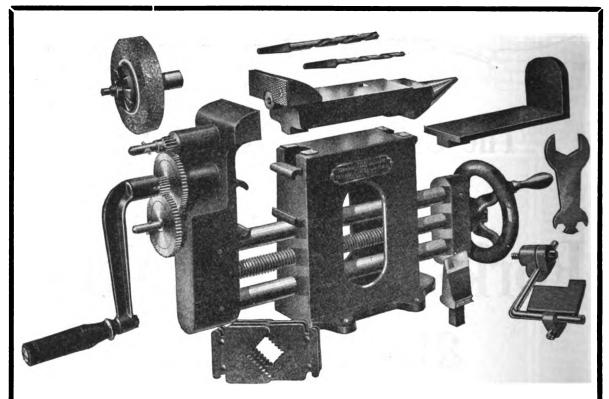
General Offices
COLUMBUS, OHIO

Factories
FRANKFORT, NEW YORK
COLUMBUS, OHIO

"They're Just Right — Strong But Light"







THE GREAT SIX-IN-ONE TOOL THAT PLEASES THE USER EVERY TIME IS THE

# Stewart Handy Worker

This uniquely practical combined tool machine comprises—

A good, sturdy anvil.

A steel-faced vise opening up to 4½ inches.

A steel pipe vise up to 1½ inches.

A substantial corundum grinding wheel.

A two-speed drill press.

A cutting hardie.

Complete outfit boxed weighs 90 pounds.

List \$14.00 f. o. b. Chicago.

Western list, \$16.00.

From your jobber or direct.

### CHICAGO FLEXIBLE SHAFT COMPANY

N. LA SALLE AND ONTARIO STS., CHICAGO





# Your Customers Will Prefer

# the Best Advertised Stumping Powder Large space advertisements of Giant Farm Powders appear throughout the buying season in all of the

Large space advertisements of Giant Farm Powders appear throughout the buying season in all of the .18 farm papers and in many of the large newspapers published in the Pacific Coast States. Every week these advertisements reach more than 590,000 farmers and others who have stumps to blast, trees to plant, etc. No other explosive is advertised so heavily in your selling territory.

You can increase your sales by taking orders for

# FARM POWDERS STUMPING — AGRICULTURAL

We will help you by telling consumers to buy from you. We will also help you by furnishing instructive books on blasting for you to give to your trade, by sending you store signs, fence signs, etc., and by supplying newspaper electrotypes.

You need not carry Giant Farm Powders in stock. We will arrange to have shipments made promptly from our nearest magazine.

Remember that Giant Farm Powders are the only genuine "Giant Powders" for agricultural use. They are made in the West especially to suit Western farm conditions. Farmers who have used them will have no other make, because Giant Farm Powders go further and do their work cheaper and better.

# Get this book; it means more profits for you

Mail the coupon for our valuable big book, "Helping the Retailer Sell Giant Farm Powders." It tells the many

ways we will help you to build up a profitable business in Giant Farm Powders. No matter what explosives you are selling now, we will show you how you can benefit from Giant sales co-operation.

Tear out the coupon or write a letter now, before you turn the page.

The Giant Powder Co., Con., 227 First Natl. Bank Bldg., San Francisco, Cal.
Send us your book, "Helping the Retailer Sell Giant Farm Powders."
Firm Name-
Address



A few of the 40 Giant advertisements now oppearing in farm papers

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# Horse and Mule Shoes and Bull Dog Toe Calks

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PHOENIX SHOES ARE KEPT IN STOCK BY THE FOLLOWING HOUSES

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PERCIVAL IRON COMPANY
Los Angeles, California.

NORTHWESTERN HDW. & STEEL CO. Portland, Oregon. J. E. HASELTINE & CO. Portland, Oregon.

WEST COAST WAGON CO., Tacoma, Wash. GRAY BROTHERS, Seattle, Wash.

HOLLEY-MASON HARDWARE COMPANY Spokane, Washington.

SCOVEL IRON STORE COMPANY

San Francisco, California.
TAYLOR-SPOTSWOOD HARDWARE CO.

San Francisco, California.

SPOTSWOOD-HELFER COMPANY San Francisco, California.

NORTHROP HARDWARE CO. Boise, Idaho.

SALT LAKE HARDWARE COMPANY Salt Lake City, Utah.

GEO. A. LOWE CO., Ogden, Utah.

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Largest Horse Shoe Manufacturers in the World

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ROLLING MILLS AND FACTORIES — JOLIET, ILL., POUGHKEEPSIE, NEW YORK

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### LOOK ON THE TOP WAD FOR "INFALLIBLE" OR "E.C."



# HERCULES Smokeless Shotgun POWDERS

When you buy loaded shotgun shells you order by name. You ask for the makes most popular among your customers.

But if this is all you do you omit an important detail. You overlook the matter of powder.

It is just as easy and important to obtain a powder with which your customers are familiar, a powder in which they have full confidence, as it is to obtain their favorite make of shell. You order the powder by name just as you order the shell.

Hercules Smokeless Shotgun Powders, Infallible and "E. C.", may be obtained in the standard makes of shells given at the left. The shells you sell are among them. You can obtain a Hercules powder in those shells by asking for it when you order.

On the top wad of every shell, and on the side of the box in which the shells are sold, is printed the name of the powder with which the shell is loaded. Look for the name when buying. See that it is either Infallible or "E C."

These powders are of high quality and uniform quality. They give light recoil, even patterns, and high velocity. Write for a free booklet which describes them fully.

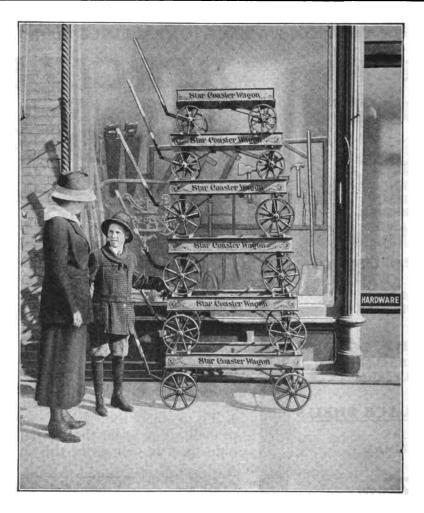


HERCULES POWDER CO.

9 W. 10th Street

Wilmington

Delaware



### STRENGTH and APPEARANCE

The appearance of STAR and Overland Wagons sells them on sight. Clear, clean, white ash boxes finished with two fine coats of implement coach varnish, covered on the bottom as well as on the sides—an honest job of finishing. Artistically striped, scrolled and stenciled.

This, because we realize that "Looks" make the first sale and our quality shows at a glance or on minute inspection.

But while "looks" may make the first sale, "Durability" is what makes the repeat orders. And from a "wear" standpoint, our wagons have no equal. The rim of the wheels is pressed around the spokes, making it impossible for them to loosen. An all-steel construction below the box includes a brace for the front axle.

The full roller bearing wheels make our wagons an easy pull for the small child. In our construction are embodied all modern improvements and many exclusive features which make Hunt, Helm, Ferris & Co. wagons the most satisfactory on the market to-day.

Write for our catalog—it gives you complete information about these wagons. It's FREE.

### HUNT, HELM, FERRIS & CO.

66 Hunt Street, Harvard, Illinois

Morse Hdwe. Co., Bellingham, Wash. Pacific Hdwe. & Steel Co., San Francisco, Cal. Jensen, King & Byrd Co., Spokane, Wash. Henry Mohr Hdwe. Co., Tacoma, Wash. Honeyman Hdwe. Co., Portland, Oregon. Seattle Hdw. Co., Seattle, Wash. Holley, Mason Hdw. Co., Spokane, Wash





Line Up the Boys!

You and we have the biggest National organizations in the country behind usthe National Rifle Association and the Boy Scouts.

Any boy can compete for an N. R. A. Medal for Marksmanship. Any school can have its rifle team under N. R. A. aus-

pices and shoot for School Rifle Club Medals. Any Boy Scout can work for the Scouts' Merit Badge for Marksmanship.

These are all medals of National meaning. They line the boy up definitely with the sincere marksmen of the country—give him a recognized standing that he cannot obtain in any other way.

### What We Are Doing For You

We are devoting a large part of our current advertising to this important matter—as you probably have seen from the reprint of the announcement "War Department Offers Rifle Shooting Medals to Boys," sent you a short time ago. This announcement appeared in the Saturday Evening Post of July 7th and in later issues of other publications.

Between us we can teach parents that

Between us we can teach parents that shooting is **not** necessarily military. That

when properly done it is one of the safest of all sports—one of the least expensive and best worth while.

We can double and triple the number of arms users—with a steadily increasing consumption of ammunition.

You have our earnest co-operation in any campaign you may want to promote in your community.
Write us. We have some heipful suggestions to offer.

ASK YOUR JOBBER

### The Remington Arms Union Metallic Cartridge Company, Inc.

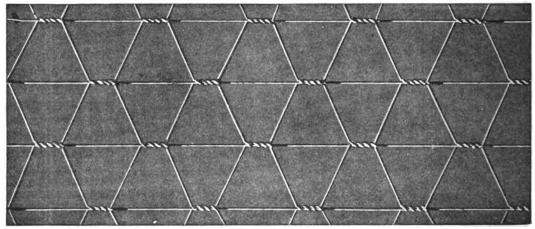
Woolworth Building, New York

Largest Manufacturers of Firearms and Ammunition in the World.

REMINGTON

Scout Merit Rad

# Ideal Poultry and Rabbit Fence



Is a Fence and Not a Netting

The horizontal wires in the Ideal Fence make it possible to stretch it perfectly, and FEWER POSTS ARE NEEDED and NO TOP OR BOTTOM RAIL. Posts may be set a rod apart, and if the fence is well stretched it will be strong and effective.

Hexagon mesh poultry netting is good and has many uses, but it cannot be stretched without pulling together in the middle, hence top and bottom rails are necessary and the posts must be close together.

Like all fences the heavier the wire the longer it will last, so we recommend the heavier styles; but for many purposes, like protecting a young orchard or vineyard where a cheap fence is good enough, the No. 20 will do the work effectively and is less expensive when erected than any other fence or netting with the same size of mesh.

For permanent poultry yards the heavier styles are better and cheaper, life of fence considered.

In all weights and styles the horizontal wires are two inches apart. The size of mesh is governed by the spacing of the mesh wires. Every style has a cabled selvage both top and bottom.

## AMERICAN STEEL & WIRE COMPANY United States Steel Products Company

SELLING AGENTS

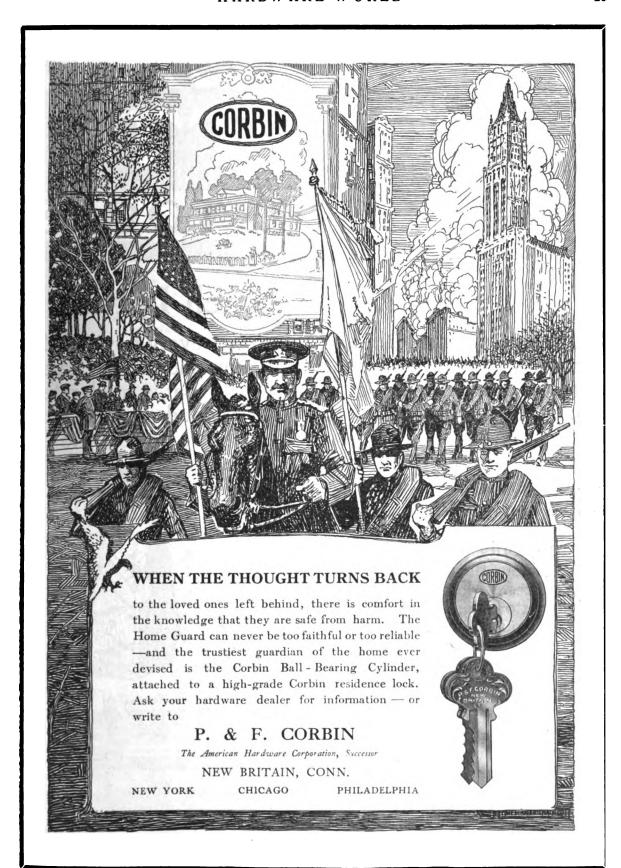
Sau Francisco

Los Angeles

Portland

Seattle

Awarded the Grand Prize at the Panama-Pacific Exposition.



# GOODELL PRATT 1500 GOOD TOOLS

### The Amateurs' Bench Lathe

Every amateur mechanic in your town, every boy that has a wireless outfit, every small repair shop and private garage wants a small Bench Lathe. A Lathe that is moderate in price, yet can be used for all classes of wood or metal work, that can be driven by either foot or electric power; one that

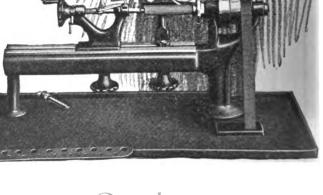
is provided with numberless small attachments that the owner of the Lathe can purchase if he desires.

There is only one such Lathe made. The Amateur Bench Lathe. We make it in two sizes. Most of the best hardware and tool stores now carry it in stock. Do you? If you do, write us for "Lathe Talk" Booklets to distribute among your customers. If you don't, you should write us at once for complete information

### Goodell-Pratt



Greenfield, Mass., U.S.A.





ASK any one—or all of the above independent and competing makers of cast tron soil pipe for specifications and illustrated literature

SHORT TALK No. S - "Cast to Last"

Highariya (sa baran etik ki karabunin pengulunga arap akasaban ak ki pantar matarin da angula da k



# A Case of Profit

# This Carborundum Sharpening Stone Display Case

A golden oak case, twenty-four inches high, eighteen inches wide, twelve inches deep—well made, convenient, durable, with a glass covered display panel in the door—an ideal case with roomy shelves for carrying a stock and for attractively displaying

### Carborundum Sharpening Stones

This case is free to you and every other hardware dealer. Just write and ask for information on assortment case No. 7. There is a Carborundum stone for every one of your customers who uses an edge tool. Let us help you sell them.—Let us send you our window displays, booklets, circulars, etc.

The Carborundum Company
Niagara Falls, N. Y.

Defend Your Business Against Losses



# Merchants—put your store on a profitable war footing

Install our labor-saving devices without delay. They will help you to meet war-time conditions.

They will enable you to give quick service with new clerks hired to replace those gone to the front.

They will tell you without delay whether your new clerks are good clerks.

They will help your new clerks to do their work quickly, accurately, and well. They will protect new clerks from temptation and help them to start right.

They will save work by cutting out all bookkeeping of customers' accounts.

See our up-to-date electric National Cash Register and the new N. C. R. Credit File.

They will stop your losses and increase your profits—make you more money.

Install this complete system at once and settle for it in small monthly payments out of what it saves

THE NATIONAL CASH REGISTER COMPANY, DAYTON, OHIO



Dept.137.	National	Cash	Register	Company.	Dayton.	Ohi
Depugsi.	148COING	<b>V</b>	MORISTEE	COMPANY.	· Pavion.	

Please send me full particulars of your latest model cash register and the new N. C. R. credit file.

Name	<del></del>	 	
Business		 	
A d.d====			

#### THE FOLLOWING RETAIL PRICES FOR

# DISSTON HAND SAWS

are suggested for the territory west of Denver.

No.	18-in.	20-in.	22-in.	24-in.	26-in.	28-in. Rip
7	\$1.90	\$2.00	\$2.15	\$2.25	\$2.35	\$2.60
D-8 & 1874	2.35	2.50	2.60	2.70	2. <b>8</b> 5	3.10
16	2.35	2.50	2.60	2.70	2.85	3.10
12	2.70	2.85	3.05	3.25	3.45	3.70
112	2.80	2.95	3.20	3.35	3.60	3.85
D-21 & 22	2.50	2.65	2.85	3.05	3.25	3.50
D-20 & 23			2.85	3.05	3.25	3.50
D-100	2.50	2.65	2.85	3.05	3.25	3.50
120	3.15	3.25	3.40	3.60	3.75	4.00
D-115 & 15	3.80	3.90	4.05	4.20	4.40	4.65

East of Denver slightly lower prices prevail.

An eyeletted card showing these prices will be sent on request.

### Henry Disston & Sons, Inc., Philadelphia, U. S. A.

Chicago New Orleans Bangor Boston Memphis San Francisco

Portland, Ore. Cincinnati Seattle Vancouver, B. C. Sydney, Australia Canadian Works: Toronto, Canada.

The Well Known Surface Floor Hinge That Made the Shelby Line of Builders' Hardware Famous Recognized Made at as the Shelby, World's Ohio. Best Sold Floor Every-HINGE where Get Catalog and Prices on our large line of Builders' Hardware and we will get your business. THE SHELBY SPRING HINGE CO., SHELBY, Coast Representatives:
Pond Hdwe. Specialty Co., Los Angeles, Cal. D. L. Herman, Seattle, Wn







Once in, there's no letting go. Wrought iron pipe and steel pipe flatten and burst at the seams first, when these sturdy PEXTO Wrenches get a good hold.

While these jaws of hardened steel are doing good work for your customers they are doing good work for you. Pexto service means more sales and greater profit.

When you have covered all the strong

talking points on quality in this member of the Pexto Tool Family you still have the "fine finish that backs up every

Pexto Stillson Pipe Wrenches are made to fit every size of pipe from 1/8 inch to 5 inches in diameter, with wood handles 6 to 14 inches and steel handles 6 to 48 inches long.

Write your Jobber for prices.

### The Peck, Stow & Wilcox Co.

Mfrs. Mechanics' Hand Tools, Tinsmiths' and Sheet Metal Workers' Tools and Machines, Builders' and General Hardware.

Southington, Conn.

Cleveland, Ohio









Summingum

Eaves Trough: Lap and

"Angle-Edge

Slip Joint Single Bead; Lap and Slip Joint Double Bead.

not sag.



### **EAVES TROUGH** AND CONDUCTOR **PIPE**

Conductor Pipe: Plain Round, Plain Square, Round Corrugated and Square Corrugated. All styles Elbows and Shoes, Fittings, Etc.

MILLIAND HOLLING CONTROL

LL Corco Eaves Trough, Conductor Pipe and Fittings are furnished in Galvanized Steel, A Terne Plate, Iron or Copper. They are made from full weight prime stock and formed on specially designed and constructed machinery.

Materials used are the same that have made Corco Sheets and Formed Roofings the "standby" of trade and consumer for a quarter-century.

Stocks are carried at all warehouses. Write nearest address for prices and catalog. The Corco Line of sheet metal products consists of hundreds of items for fire-safe building and household utility.

#### Whitaker-Glessner Company WHEELING CORRUGATING DEPT.

Wheeling, W. Va.

Chicago

Branch Offices and Stores: Kansas City Philadelphia

Pop Up-Automatic Lawn Sprinkler In Operation On the Grounds of the

#### UTAH STATE CAPITOL BUILDING

Can be regulated for any spray from a fine mist to a very coarse stream. Made for half inch connections. 25'-0" distribution with 75 pounds pressure. Made of non-corosive metals. Has but three parts, nothing to wear out. Flush with ground when not in use, made to cover one half circle or full circle. Write for sample booklet and prices. For Sale by

W. D. ALLEN MFG. CO., Chicago, Ill. PITTSBURG VALVE & FITTING CO., Barberton, Ohio.

> AUTOMATIC LAWN SPRINKLER CO. Salt Lake City, Utah



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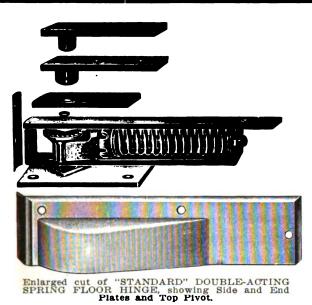
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THE ADDED DURABILITY OF

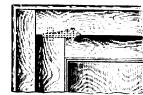
# "Standard" Floor Hinges

has been fully proven by the most severe tests as well as years of actual experience of the dealer and user.

In offering you our line, we are offering the largest line of FLOOR HINGES known—"STANDARD."

All of our products are built of high grade material and by skilled mechanics devoting their entire time to the development and manufacture of the "STANDARD" line of Floor Hinges.

You can select from the "STAND-ARD" line any type of a FLOOR HINGE you wish—







"STANDARD" CHECKING FLOOR HINGE, for either single-acting or double-acting doors.

# DOUBLE-ACTING SURFACE PLOOD HINGES,—DOUBLE-ACTING CHECKING PLOOD HINGES,—SINGLE-ACTING CHECKING PLOOD HINGES.

Six different types—in different sizes of each.

We are the only exclusive FLOOR HINGE manufacturers in America and manufacture the largest line known.

Write for information and prices on the only complete line.

THE STANDARD MFG. CO., Shelby, Ohio, U.S. A.





# Clover Leaf Manila Rope



Demand for first-class Manila Cordage has never been better than at present. To supply the many new ships being built on the Pacific Coast is drawing heavily upon stocks. CLOVER LEAF MANILA meets the requirements splendidly and builders need have no hesitancy in fitting out vessels with this brand.

This increasing demand for Clover Leaf Rope is the best evidence of its superiority. Dealers in rope are assured that stocks can be well maintained as prices will not reduce for some time to come, and then gradually.

This company is now making and supplying Tarred Marline, Ratline, Hambroline, Rounding, Spun Yarn, Seizing and Hemp Cordage.



Handled by jobbers or can be had direct from

### The PORTLAND CORDAGE CO.





Portland, Oregon

# GARDEN HOSE

THE
BRANDS
OF
GARDEN
HOSE
WHICH
INSURE
QUALITY







INSIST
UPON
THESE
BRANDS
AND YOU
GET
THE
BEST

WRITE FOR CATALOGUE AND PRICES

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GOODS SOLD TO THE TRADE ONLY



No. 2-E Blower.

BAKER & HAMILTON

SPOTSWOOD-HELFER CO.

San Francisco, Cal.

# BUFFAL

# Forges—Blowers—Drills

Designed Right — Built Right Strong — Durable — Efficient

The largest line of blacksmith forges, drills and blowers manufactured by any one company. A style for every service.

Our General Catalog No. 179-37 illustrates and describes the complete "Buffalo" line of hand and power operated machines. Mailed on request.

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Western Representative, Harrold English, 823 Higgins Bldg., Los Angeles, Cal.

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MARSHALL-WELLS HARDWARE CO. Spokane and Portland

No. 218 Drill.

A Stream, a Farmer, a Ram and a Sale That's the winning combination. Wherever there's a spring or stream with moderate fall, a Goulds Hydraulic Ram provides the ideal equipment. Requires no expense, labor or attention. Runs continuously day and night, winter and summer. Goulds Rams are equipped with impetus valve of improved design which gives increased efficiency and dependability. Strongly built throughout and scientifically proportioned. Look up the farmers in your territory that have running water at hand. They'll be interested in Goulds Hydraulic Rams. OULDS PUMP FOR EVERY SERVICE are made in nearly 400 styles and sizes, operated by hand and power. Everyone guaranteed to perform satisfactorily the work for which recommended. Backed by 69 years' pump-making experience and nationally advertised to over 4,000,000 farmers—many, no doubt, in your territory.

If you haven't already taken on the Goulds line, now is the time to do so. You'll find a lot of sales-making facts in our free book, "Pumps for Every Service."

Write for copy today. THE GOULDS MFG. CO. Main Office and Works: Seneca Falls, N. Y. Branches: ago New York Chicago Nev Philadelphia Pittsburgh Houston Atlanta Boston

D. L. HERMAN, 214 Maritime Bldg., Seattle, Wash., Northwest Pacific Agent. New Discount Sheet in Effect August 1st.

PRICE is what you pay for a thing when you get it. You pay it once.

COST is what you have paid for a thing when you have finished with it. It includes original price, running expenses, repairs, depreciation trouble, loss of time, loss of service.

**VALUE** is what you get out of a thing while you have it. It is measured by economy of operation, freedom from repairs and trouble, constant service and length of life.



Offers rope-VALUE far in excess of its PRICE or COST. Order COLUMBIAN from your jobber and supply your trade with satisfaction-giving ROPE.

Send for our booklet "How to Order Rope and Twine."

### **COLUMBIAN ROPE COMPANY**

1460-90 Genesee Street

AUBURN—"The Cordage City"—NEW YORK Branches:—New York, Chicago, Boston

# PORTER'S New Easy Bolt Clippers



Are you handling the

### 10-in. and 14-in. O.K. Cutters?

If not, my Pacific Coast representatives will tell you why you should.

Address

CMBA JOX 504 Underwood Bldg., San Francisco, Cal.

STRIMPLE & COX .
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SANDS & COX 207 San Fernando bldg., Los Angeles, Cal.

### H. K. PORTER

Bolt Clipper Specialist

6 ASHLAND STREET, EVERETT, MASS

# The "PONY"

Is the very best Hand Machine that money can buy, for setting Tubular or Bifurcated Rivets



IT'S GUARANTEED SOLD BY JOBBERS EVERYWHERE

Made by

F. H. SMITH MFG. CO.

CHICAGO, U. S. A.

# A war-time Announcement

OWING to the unprecedented scarcity of highgrade materials and skilled labor required for making



we are obliged to make some radical changes.

We must sell as we buy, on shorter terms. All future datings are withdrawn.



This trade mark is on the handles

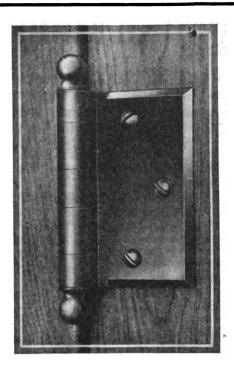
- "Pennsylvania"
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  "Pennsylvania Jr."
  "Keystone"
  "Shock Absorber"
  "O ol !"
  "Putting Greens"
  "Horse"
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- "Undercut Trimmer"
  "Braun Grass
- Catcher
- 'Lawn Cleaner'

However, we assure you that we will make every effort to ship orders as early as possible in the order of instructions from the trade.

A large propor-tion of orders so far received for next season are for immediate shipment at the factory's convenience.





### McKINNEY Wrought Steel Half Mortise Butt No. 2745

In hanging doors with these half-mortise butts the carpenter mortises the jamb only, as the ornamental, beveled-edge leaf is attached to the surface of the door. This saving in time and labor appeals strongly to the contractor and builder.

These butts can be made reversible by simply unscrewing the slotted tip at the bottom, reversing the pin, and inserting the tip in the opposite end. Furnished in any finish with the necessary screws.

You'll find the McKinney Half-Mortise No. 2745 a profitable addition to your builders' hardware stock. Why not send in your order today?

McKINNEY MFG. CO. Pittsburgh, Penna.

JOHN H. GRAHAM & CO., 268 Market Street San Francisco, Cal.



#### EVERYTHING IN HAMMERS



Here's a New One for Use in the Shipping Room

### Safety - First **Nail Hammer**

These hammers have concentric milling on the face, a protection against slipping and breaking.

Made in Bell or Plain Face Pattern.

Ask your jobber for this hammer.

V & B Brand

**Vaughan & Bushnell** Mfg. Co.

Makers of Fine Tools **CHICAGO** 

## The Bridgeport Hdw. Mfg. Corp.

Matchless Screw Drivers
Tempered Blade Runs Clear Through the Handle. Rubberoid Finished Handles



		Mechanics' Square
No.	95	Electricians' Round, Insulated12 inches Cabinet Round3-16x2 to 12 to inches
No.	97	Machinists' Square %x2½, 3½, 4½, 5½ in. Machinists' Round%x1% inches
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Hercules Knife Handle Screw Driver Forged Steel Handle Plate, High Carbon Steel Tempered Blade, Hardwood Handle



Challenge Plain Handle Screw Driver Red Varnished Handle



Write your Jobber for prices.

C. W. GAUSE CO., Western Sales Agents San Francisco, Cal. 693 Mission Street

# Samson Spot Sash Cord

Extra quality, guaranteed free from all imperfections. Can be distinguished at a glance by the Colored Spots. Specified by architects and builders everywhere.

We manufacture braided cord in all sises, colors and grades, for all purposes. Carried by all jobbers.

SASH CORD CLOTHES LINES SOLID BRAIDED ROPE

SHADE CORD MASONS' LINES CHALK LINES

Send for catalogue and samples.

# Samson Cordage Works

Boston, Massachusetts



# American Seal Cements

ASBESTOS FURNACE CEMENT will withstand more heat than iron, bakes as hard as the casting itself, and will not crack, shrink, crumble or fall out.

ELASTIC OIL ROOF CEMENT is a superior article in colors for bedding slate and tile roofs and repairing leaks in tin, metal, gravel and composition roofs. Especially adapted for pointing up around skylights and fire walls.

CARBON CEMENT, the peer of all lightweight cements, is made up of long asbestos fibre, and elastic, adhesive waterproof gums. The ideal cement for making an old roof new, using the old roof as a foundation.

T-CO is a waterproofing cement in colors, especially recommended for use on side walls exposed to heavy driving rains, preventing the water from permeating these walls.

Manufactured by

The Wm. Connors Paint Mfg. Co. TROY, N. Y.

# THE JAMES SWAN COMPANY

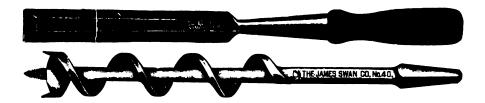
**SEYMOUR** 

CONN.

Bits Augers



Chisels
Draw Knives



Nail Sets Gimlets

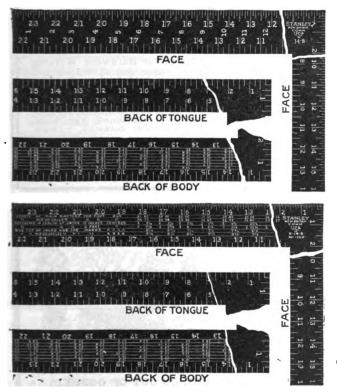


Gouges Screw Drivers

NEW YORK OFFICE, 100 LAFAYETTE STREET

WE WERE AWARDED THE MEDAL OF HONOR ON MECHANICS' TOOLS AT THE PANAMA-PACIFIC EXPOSITION.

SOLD BY THOMSON-DIGGS COMPANY, SACRAMENTO, CAL.



# Stanley Tools

# Stanley Carpenters' Steel Squares

Each Square is made from **one** piece of steel, and all four edges are machined. The graduations are accurate and cut deep.

All five corners are hardened, adding greatly to the wearing qualities of the tool.

They can be furnished in a variety of finishes which include Royal Copper, Blued, Nickel-Plated, Galvanized and Polished.

Each square is packed in an antirust envelope.

Send for further particulars

STANLEY RULE & LEVEL CO. New Britain, Conn. U.S.A.

## There Is a Difference in Washers





Just as in any other commodity. Our Washers are made of the Best Material and with the utmost care. That's why the largest users of Washers prefer those of our make.

We also make

**Maileable Washers and Cast Iron Wushers Wrought and Steel Plate Washers** 

of all descriptions. Round and Square, Plain or Galvanized.

Annealed Rivet Burrs **Fellow Plates Sheared and Punched Plates** 

PROMPT SEIPMENTS

Wrought Washer Mfg. Co.

Milwaukee, Wis.

Coast Representatives, EUGERON & MERTON, Inc. ancisco, Cal.; Los Angeles, Cal.; Portland, Gro.; Seattle, Wash.; Denver, Colo.

# ONLY SPRING BUTT HINGES



have the weight supporting bearings cor-rectly located to liberate the action of the action springs, reus breakage and increasing spring power, preventing une-qual wear of the barrels, and giving practi-cally unlimited durability.



Bommer Floor Surface Spring Hinge Mas Belease and Moldback Peatures, Ball Bearing and Alignment Device

The most durable hinge of its type; holds the door open when swung to 90 degrees. The spring-action can be entirely released so door will swing free, without spring-action, by inserting a wire nail (when the door is open) into a hole provided in the side plates. The spring - action can be restored by withdrawing תנונוניוניו ונייוי 10

vithdrawing the nail.

**Мо. 18 Туре** 

BOMMER BROTHERS, Mfrs., Brooklyn, N. Y.

# Forstner" Brace and Machine Bits

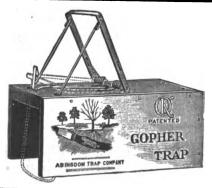
For Fine Carpenter, Cabinet and Pattern Work



Specially Adapted for Hardwood Working

The Forstner Labor Saving Auger Bit, unlike other bits, is guided by its Circular Rim instead of its center; consequently it will bore any arc of a circle and can be guided in any direction regardless of grain or knots leaving a true polished surface. boxes, fine and delicate patterns, veneers, screen work, scalloping, fancy scroll twist columns, newels, ribbon and mortising, etc.

Manufactured by THE PROGRESSIVE MFG. CO., Dept. "A," Torrington, Conn. Inquire of your Mardware Dealers o write us direct. Supplied in Sets. Write for Catalogue.



BASY TO GET RID OF THE POCKET GOPHER WITH THE

O.K.GOPHER TRAP

SURE TO CATCE & SURE TO HOLD

Manufactured by

The Abingdon Trap Co. ABINGDON, ILLINOIS, U. S. A.

FOR SALE BY LEADING JOBBERS TEROUGHOUT TER WEST

THE TRAP THAT TAKES THE GO OUT OF GOPHER





# **This** Plan Works

Our plan—"a sharpening depot in the hardware store"—works so well that many dealers are making \$8 to \$12 per day with a

### **HATFIELD** Grinding Machine

You see you can get a low-priced boy or girl to work at sharpening scissors, razors, knives, etc., and not only make money on this work but bring customers into your store. That's at least worth writing about. Isn't it?

### HYFIELD MFG. COMPANY

21 Walker Street, New York City

Schuette Recording Compass Company Manufacturers of

### POCKET COMPASSES

MANITOWOC, WIS.

### RAPID TURNOVER—

The Aim of Modern Merchandising

Requires that stocks you carry possess four qualifications besides quality and price.

1. They must satisfy the largest variety of local re

2. They must be quickly available.

3. They must be acceptable to your customers.

4. They must be acceptable to your customers.





AN UNEQUALED ASSORTMENT FOR **HARDWARE** STOCK







In every race there's a "CHALLENGE"

a "RIVAL"

and a "BANNER"

AND WITH THESE LINES ON HAND YOU CAN LAND EVERY PROSPECT TAPES, BOXWOOD and SPRING JOINT RULES

Stand on Records of PERFORMANCE as well as THE UFKIN RULE CO.

Stocked by Your Jobber

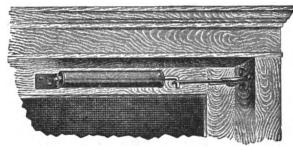
186 Lafayette St., N. Y. Send for Catalogue

### rolley Overhead

FOR GARAGES, SHOPS AND FACTORIES.—A simple, practical, efficient hoisting and earrying device for handling heavy objects. Will pay for itself many times over in any garage, shop, factory or store where heavy objects must be handled. With this outfit one man can handle my object weighing up to 700 lbs. Two or three men can move a ton. Outfit consists of the Wagner Self-Cleaning Track, roller-bearing tandem carrier and centre pull triple sheave hoist. Write for prices. Also ask for the Wagner 96 page catalog of Barn Door Hangers, Trolley Tracks, Studding Sockets, Hardware Specialties, Sleds and Non-Tipping Coaster Wagons. WAGNER MFG. CO., DEPT. C, CEDAR FALLS, IOWA.







MADE BY

# SUPERIOR Screen Door Check

The only Check that has the jack-knife lever which allows the door to open clear up against the wall without strain on the Check.

It also has a positive plunger and automatic inlet valve for air.

The above features together with the low price makes it the best Check for user, dealer and jobber.

Quickly and easily attached by anyone.

If your jobber can not supply you, write us and we will give you the address of your nearest jobber who handles our Check.

### SUPERIOR SPRING HINGE COMPANY, 136 West Lake Street, Chicago



### **Revolving Bolt and Screw Cases**

Dealers in Hardware, Auto Supplies, etc., find that time and space are saved by using the Revolving Cases for keeping loose Bolts, Screws and Auto Accessories. Everything is kept right at the clerks' fingers' end. Catalog sent on application. All jobbers handle these cases.

American Bolt & Screw Case Co., Dayton, O.



## **ATLAS**

### 10 Cent Fly Swatter

This swatter has an extra long handle—10 inches. It is very neatly and securely bound with soft green felt—cannot mar the finest furniture. Especially adapted for parlor or drawing room use. We have made it extra strong and flexible—will outlast any now on the market.

Our 5 cent swatter is the best ever sold for a nickel. It has a triangular fold, permitting the insertion of your ad. if you desire.

Now is the time to place stock orders. We'll gladly quote prices and terms.

# Atlas Mfg. Co.

HUGHSON & MERTON
Pacific Coast Agents
San Francisco Los Angeles
and Portland, Oregon



For Sale by all First-Class Hardware Distributors

# World's Best Tubular Track

Barn, Factory and Warehouse Door Hanger

Frame is made of best grade maileable iron.
Supplementary wheel underneath the track prevents derailment.

The wide bearing of the wheel distributes the weight and makes it the Easiest Running Hanger on the Market.

Finished in fine aluminum bronze and packed one pair in box complete with bolts; one-half dozen pairs in a case.

Our Track has the Slidable Bracket, the feature that has made the World's Best Hangers so popular with the Building Trade. Ask your jobber or write us.

## SAFETY DOOR HANGER CO. Ashland, Ohio, U. S. A.

C. N. & F. W. JONAS, Righto Bidg., San Francisco, Cal., and Equitable Savings Bank Bidg., Los Angelas, Western Representatives.







Just Invented and Patented

Here's a worthy partner for the famous Auto-Wheel Coaster. It's two wagons in one—a Coaster and a Roadster. Turn up the sides and it's a real Roadster—turn them back and it's a regular Coaster. Every boy who sees one of these wonderful wagons is going to want one, and what's more, every boy is going to be looking for the dealer in his neighborhood who sells them because a big advertising campaign is now starting, telling hundreds of thousands of boys about this two-in-one proposition.

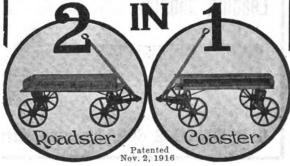
We refer inquiries from our advertising direct to dealers. Are you on the list?

Write us today for full particulars.

### BUFFALO SLED COMPANY

Dept A North Tonawanda Factories: North Tonawanda, N. Y., and Preston, Ont.

New York Office: 108 Chambers Street.
Pacific Coast Representatives: Pacific Sales Co., San
Francisco; D. L. Herman, 214 Maritime Bldg., Seattle.



# **Bits That Back Your Claims** E B A N O

Z" TWIST HIGH SPEED BITS can prove any claim that you make for them.

So many bits are on the market and so many claims are made by each individual manufacturer, that bit buyers can hardly be blamed for being skeptical. But any claims that we make for Lebanon bits—or any claims you make for them, these high speed bits will more than prove their worth.

In the Lebanon Line there are bits specially designed for the Carpenter. These are built with the famous "Z" twist and V-notched point, and bore clean chipless holes, further with fewer turns than the ordinary bit on the market. The special Electricians' Bits of the Lebanon Line, like the carpenters' bits, are high speed. Furthermore, they bore through red brick walls and heavy joists without difficulty.

If you haven't a supply of Lebanon catalogs on hand write

The Lebanon Machine Company LEBANON LEBANON, N. H.

Salt Lake City—E. C. Coffin Co., 303 Atlas Bldg. San Francisco—Dunham, Carrigan & Hayden Co.

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# **"KATZ" Surface Floor Hinges**

Are slow acting, with a positive holdback feature, when opened to 90°; will INSURE AGAINST ACCIDENT at closing of door. "KATZ" represents Quality,

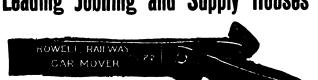
Durability and Design.

A BETTER HINGE with A BETTER PROFIT. Our Catalogue tells the rest.—Write for it to-day.

Main Office-Pactory LAWSON MFG. CO.

Branch Office

Reg. U. S. Pat. Office



Sold by All

G. D. ROWELL & SON, Appleton, Wisconsin

# Leading Jobhing and Supply Houses SAMSON or ROWELL

**Railway Car Mover** 

ITTLE SWITCH ENGINE **YOUR OWN** 

PRICE EACH, \$5.00

### "Easy Emptying" Grass Catchers

"Favorably known the world over' now made with

Re-Inforced Non-Slipping **Bottom** 

Rigid Light Durable

Many exclusive patented features and strong selling points explained in Catalog No. 14.

Write for it



Some of Our Pacific Coast Jobbers California Edw. Co.
Failing-McCalman Co.
Failing-McCalman Co.
Facific Edw. b Steel Co.
Facility-Mason Edw. Co.
Kalley-Mason Edw. Co.
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The Thomson-Diggs Dunham, Carrigan & Mayden Co.

The Specialty Mfg. Co. St. Paul, Minn., U. S. A.

The Parker Line

# ${f Wire\ Goods}$

ARE KNOWN ALL OVER THE UNITED STATES

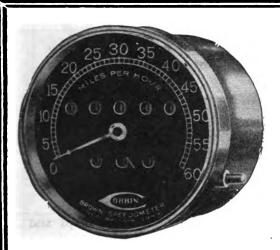
They are Standard, Well Finished, Well Packed and Sharp Threads

TRY US WITH YOUR NEXT ORDER

Parker Wire Goods Co.

Worcester, Mass.





# It Keeps Cool and Tells the Truth

and continues to tell the truth without any interruption whatsoever. Heat, cold, electrical influence, bad roads and rigorous service can in no degree affect the accuracy of the

### ORBIN-BROWN SPEEDOMETER

Its centrifugal principle absolutely assures a reliable record and its simple, strong, friction mechanism satisfactory, durable service.

Furthermore the Maximum Speed Hand attachment makes the Corbin-Brown more convenient than any other speedometer on the market. This device consists of an extra hand in red which always points to the highest speed attained and remains at that point until reset. Thus is the driver enabled to keep his eyes on the road.

Equip the Corbin-Brown. It is best equipped to fill your requirements. Catalog on request.

### The Corbin Screw Corporation

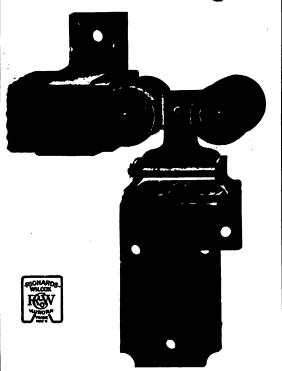
The American Hardware Corporation, Successor

NEW BRITAIN, CONN.

Branches: New York Chicago Philadelphia

Makers of Corbin Duplex Coaster Brakes for Bicycles

# Richards-Wilcox Barn Door Hangers



### As Standard as Nails

For nearly half a century R-W Barn Door Hangers have dominated their field. No progressive hardware dealer can afford to be without them. The line covers a complete variety of styles and sizes made to carry doors weighing 200 to 2,000 pounds.

Strong. Reliable. Birdproof. Storm-proof. Adjustable aprons. Cannot jump the track nor break off in the wind.

A UNIT OF THE FAMOUS R-W LINE WRITE FOR CATALOG

Richards Wilcox Manufacturing 6:

AURORA, ILLINOIS, U.S.A.

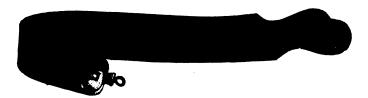


# Pike Line

#### PIKE INDIA OIL STONES

Fast Cutting, the Best all around Stone for general Mechanics. Made in all shapes.





# STROPS and HONES Pike India Razor Strops and Hones

We manufacture the best line Razor Strops on the market. Pike Swaty Razor Hone known the world over.

A Full Line in San Francisco Warehouse

## Pike Manufacturing Co., Pike, New Hampshire

A. W. PIKE & CO., Agents, 711 Mission Street, San Francisco



CONTRACTORS IN YOUR OWN TOWN USE THIS BAR-ROW.

ARE YOU SUPPLYING THEM! ASK FOR PRICES.

WAREHOUSE TRUCKS, CASTERS, CONCRETE MIXERS, SCRAPERS, HAND CARTS, FIBRE WHEELS, MILK CARTS, ETC., ETC.



838-348 Brannan St. near 2nd SAN FRANCISCO, CAL.

# THE THOMPSON PEERLESS LAWN SPRINKLER



Brass Lined

All that the name implies and meeting the insistent demand for a MEDIUM PRICED SPRINKLER THAT WILL NOT TURN OVER when being moved about at the end of the hose. The eight inch base made of No. 6 galvanized wire and molded in the sprinkler body insures the sprinkler always remaining in the proper position.

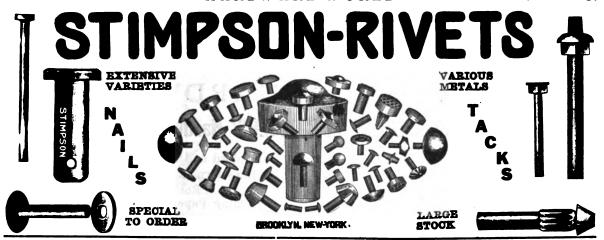
A perfect die-casting, made of pure sinc, with brass lining and machine cut threads.

No. 120.

Threaded for three-quarter inch Standard hose couplings.

Manufactured by Thompson Mig. Co.

FOR SALE BY JOBBERS



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**SINCE 1856** 

Pacific Coast Agents

W. H. Gilbert Sales Co.

918 Hearst Bldg.

San Francisco California



Stanley G. Flagg & Co.

Save Excessive Inland Freights
Frequent Shipments Via Canal Routes





Hamp Williams has worked two years industriously equipping a factory to manufacture the

# HAMP WILLIAMS HOME CANNER

so that the people may can their vegetables and fruits in tin cans or glass jars for home and market, and not let them rot and go to waste as they have been doing. This Canner complete and with directions how to can everything, on which you can put up 500 cans daily.

### Retails for Only \$14.00

Every Retail Hardware Dealer in this country should have one of these canners in his front door. It would be worth many times its cost as an advertisement for people to talk and think about. Order one and get the agency for your town.

### HAMP WILLIAMS HARDWARE CO.

Manufacturers

HOT SPRINGS, ARKANSAS

## HAMMOND LUMBER COMPANY

### WHOLESALE HARDWARE

### **Specializing in BUILDERS' Hardware**

Sargents Locks and Hardware. Nails, Bolts and Barbed Wire. Beaver Board, Black Rock Board and Upson Board.

Galvanized and Painted Corrugated Iron, Northwestern Expanded Metal Lath. Composition Roofings, Felt Insulating and Building Paper.

Full and complete lines of these materials stocked in carload quantities. We solicit your inquiries.

Offices and Warehouses, Twentieth and Alameda Streets

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SEED AND ONION SETS

For delivery from 1917 crop. High quality and low contract prices. Reduce next season's buying cost by placing your order with Aggeler & Musser Seed Co. 6th and Alameda Sts. Los Angeles, Cal.

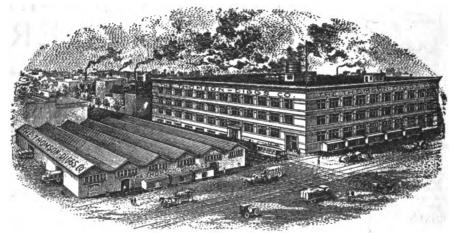
### "ANSONIA" NAIL CLIP 10c.



c. cook co. ANSONIA. CONNECTICUT

# THERE ARE MANY REASONS

For the Continued and Increased Growth of Our Trade



If you are one of our customers you know them.

If you are not one we want the opportunity of showing you why it will be to your interest to send us your orders

The House of Fair and Square Dealing—Ask Our Customers

EVERYTHING IN HARDWARE, IRON, PIPE AND HOUSE-HOLD UTENSILS, SPORTING GOODS AND CUTLERY

THE THOMSON-DIGGS COMPANY, SACRAMENTO, CAL

# Household Goods and Kitchen Utensils

# New Complete Stock

Glacier Refrigerators
One Piece, Porcelain Lined
Furniture City
Refrigerators. White Refrigerators. Energel Lined
White Mountain
Ice Cream Freezers
Gas Hot Plates
and Shelves
Bath Room Fittings
Paint and Varnish
Brushes
Household Brushes
All Kinds
Viko Aluminum Ware
Wagner Cast Iron Ware

Tin Ware

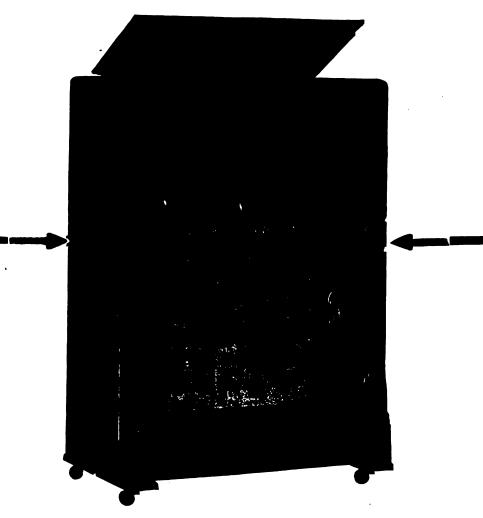
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Hamlin and Russell Wire Goods Universal Electric Percolators, Flat Irons and Cooking Utensils American Clothes Wringers Washing Machines Hand Power **Vacuum Cleaners** Royal Steel Énamel Ware Wooden Ware, Chair Seats. One of Our Specials The Princess Electric Iron. Full nickel finish. Guaranteed for 5 years. The price is low

Write for Descriptive Matter on Anything in the House Furnishing Line.

Our Prices Will Interest You.

BAKER & HAMILTON SAN FRANCISCO CALIFORNIA



# THE MONARCH

(Trade Mark Reg. U. S. Pat. Office)

# REFRIGERATORS

Made in Zinc, White Enamel Porcelain and Seamless Porcelain Lined. Handsome, Strongly-made, Up-to-date Refrigerators at prices which net you a good profit.

Ash and Oak Cases. Strong, removable Air Flues. Removable Waste Pipe and Trap. Retinned Wire Shelves, bright as silver. Strong Hardware in Roman gold and nickel plate. Good Casters.

An old established line—on the market 25 years. Has always been a good seller in large and small stores, because it looks right and is reliable—ther, are no come-backs. "It's the Frigid 'Frigerator''—the "Box that's on the Boom"

Large Stock Carried in Los Angeles

### UNION HARDWARE & METAL CO.

Distributors for California, Arizona and Nevada. LOS ANGELES, CALIFORNIA

# NOW READY! Pioneer Leader Roofing

Get your order in quick and be prepared to supply the demand for "the biggest value in Roofing ever offered"



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Manufacturers Since 1888

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- SEATTLE -

# Wholesale Hardware

**ANNOUNCE** 

# CATALOG NO. 12

A very complete condensed volume,  $9\frac{1}{2} \times 11\frac{3}{8}$  in size and 2 in. in thickness. A Handy Book for Ready Reference.

# Now Ready for Distribution

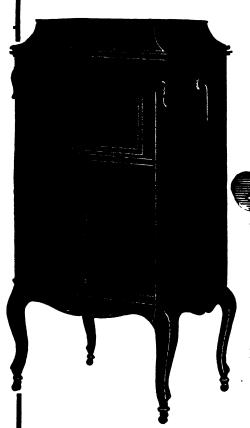
**ALSO** 

# Departmental Catalogs

**AS FOLLOWS** 

No. 6	•		House Furnishing Goods
No. 9	•		Sporting Goods
No. 1			. Builders' Hardware
No. 1	1.		Tools, Heavy Hardware
Iron, S	Steel,	etc.,	and Automobile Supplies

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we believe that the Pathe line is the livest proposition in

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serve.

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we are proud to couple our name with such a famous trademark as Pathe, known in every section of the world today, and backed by the best kind of national advertising.

### YOU NEED OUR SERVICE **BECAUSE**—

we are equipped to supply you promptly with all the Pathe merchandise you need. Instruments and records always in stock. Co-operation is our slogan. Write us today for full particulars about our service on Pathephone and the famous Pathe Library of American and European Double Disc Records.



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SALT LAKE CITY, UTAH

Capital, \$2,000,000.00

POCATELLO, IDAHO

Pathe Distributors for Utah, Idaho, Western Wyoming and Eastern Nevada

### JENSEN-KING-BYRD CO.

Spokane, Washington

# HARDWARE JOBBERS

UNIVERSAL RANGES **CONGRESS AUTO TIRES** 

GUNS, AMMUNITION, FISHING TACKLE

### A. M. Holter Hardware Company

Established 1867

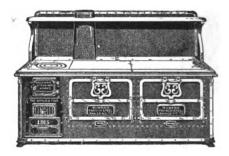
HELENA, MONTANA

WHOLESALE

# Hardware, Sporting Goods

Ammunition Blacksmiths' Supplies Pipe and Fittings

Mill and Mine Supplies



### Spokane Stove & Furnace Repair Works, Inc.

Manufacturers and Jobbers of Rubens and Empire French Wrought Steel Portable Ranges for Hotels and Restaurants

Send us all your orders for Fire-Grates, Centers, backs, Grates, Centers, Covers, Waterfronts, Dampers, Knobs, Stove Putty and Stove Polish.

Complete Line Always in Stock Jobbers and wholesalers of repairs. We make prompt shipments.

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Send for our order blanks



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The moment a garden owner glimpses the brand new features of the "Gilson"—the new combination weeder—cultivator and rake—with its oscillating double-edged blade (which 'clips' the weeds and loosens the soil on either stroke) and its long-tined reversible rake—the sale's as good as made.

good as made.

Comes in four sizes suitable to field, garden, truck patch or flower bed. Affords a liberal profit to the dealer.

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### Do You Sell Hose Menders?



Improved Perfect Clinching Hose Menders are fast sellers. Made with seamless brass tubes and heavy galvanised clamps. Also all steel retinned. Every clamp is turned inwardly to grip the hose. Prices right.

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FORTY-NINE YEARS OF CONTINUOUS SUCCESSFUL HARDWARE MERCHANDISING

# GOOD SERVICE"



DISTRIBUTING ALL LINES OF GENERAL HARDWARE, SPORTING GOODS AND KINDRED LINES

### THROUGH THE DEALER SCHWABACHER HARDWARE CO.

MAIL ORDERS ALWAYS SHIPPED PROMPTLY

BEST POSSIBLE SERVICE

SEATTLE, WASHINGTON

### GARDENS — GARDENS — GARDENS

Never-v were there so many people engaged in

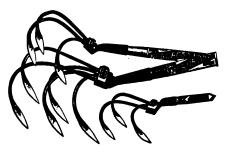
"NORCROSS" GARDEN CULTIVATOR-HOES AND WEEDERS are playing an important part in this Nation-wide movement. They are favorite tools; but—the demand almost exceeds the possible supply. Increased production, is our Country's cry.

DEALERS: Don't delay your orders.

Jobbers are buying heavily, that you may be applied. Early buying may pay you big divisupplied. dends.

Remember the name-"NORCROSS."

C. S. NORCROSS & SONS **Manufacturere** 





This newest Coleman Lamp is the best seller yet. So simple, economical and safe, that customers buy quickly. Every sale means a liberal profit to you.

#### LIGHTS WITH A MATCH

The Coleman "Quick-Lite" is the most wonderful lamp to handle. No torch needed. Lights with ordinary matches like any plain kerosene lamp. Makes and burns its own gas from common gasoline or kerosene. Gives a brilliant, steady light of 300 candle power without glare or flicker—more light than 20 old style oil lamps. Can't explode. No danger if tipped over. Very ornamental and comes in variety of styles.

Dealers wanted in all parts of the country, Write at once for catalog 36 and agency proposition. Address nearest office.

THE COLEMAN LAMP COMPANY
Wichita, Kans., St. Paul, Minn., Toledo, Ohio, Dallas, Texas, Chicago, Ill.

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**Pexto** Stanley Lufkin Klein

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Gathered to Give Service to Retail Dealers

Strevell-Paterson Hardware Co. SALT LAKE CITY, UTAH

Wholesale only.

H-W-2



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#### UBBERSET CO. PAINT BRUSHES

are selling so rapidly that our factories—the largest in the world—are taxed to the utmost. But no matto the utmost. But no mat-ter how great the demand may be we will never sacrifice for mere volume, one single detail in the superior quality which gave RUBBERSET Brushes

The Gold Medal highest award for brushes at the Panama-Pacific Exposition

This award proves RUBBERSET best. Are you pushing the best and best selling brushes?

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(R. &. C. H. T. CO., Props.)

Factories - Newark, N. J.

Pacific Coast Branch, 682 Mission Street San Francisco, Cal.

Full Toilet Brush Line Carried at San Fran-cisco Branch. Write for Prices, Catalog, Etc., on Shaving and Paint Brushes

# The · Schaw-Batcher Co.

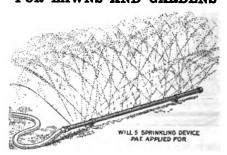
SACRAMENTO, CAL.

# WHOLESALE HARDWARE

Pipe and Fittings **Canton Steel** Ammunition **Sporting Goods** 

Sargent & Co. **Builders' Hardware** Mill and Mining **Supplies Blacksmith Supplies** 

### **WILLS** Scientific Sprinkler FOR LAWNS AND GARDENS



#### Three Superior Qualities Durability-Efficiency-Cheapness.

Made of steel galvanized pipe. Saves 25% on Water Bills. Covers 25% more surface with same water. No Rust—No Leaks—Solid standards—securely attached. No bending or breaking. Hose connection BEST made.

The Spray is distributed equally covering every space and corner.

Made in all Lengths, and to suit any pressure. Guaranteed for 10 years' service if properly cared for.

Ask your Jobber or send direct to the Factory for our descriptive folder.

WILLS SPRINKLER CO. 607 CROCKER STREET, LOS ANGELES, CAL.

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Ninth and Hoyt

Fourth and Alder

PORTLAND, OREGON

White Mountain Refrigerators
"The Chest with a Chill in It"

The Preferred Favorite among thrifty Housewives "In Over a Million Homes"

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Perfection Dangler & Quick Meal Oil Stoves

Auto-Vacuum Ice Cream Freezers

White Mountain Ice Cream Freezers

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"Jupiter" Lawn Sprinklers
A Real Rainmaker that will Thoroly
Sprinkle a Tract of Ground from
40 to 80 feet in Diameter.

### FINE FISHING TACKLE

Dux-Bak, Camp-It and Alladin Outing Clothing



Sells at Sight

Dupont, Ballistite or Schultze Powders are known EVERYWHERE,—they sell at sight. Shooters know Du Pont Powders are right. The name Dupont, Ballistite or Schultze

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or on the box label is a guarantee of powder superiority.

Du Pont Sporting Powders are widely advertised, sell quickly and always satisfy the most critical customer.

Specify Dupont, Ballistite or Schultze Smokeless, and Du Pont Black Sporting.—the powders which sell at sight.

### E. I. du Pont de Nemours & Co.

Powder Makers Since 1802

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# SIGNAL AUTOMATIC



Runs and Alarms
8 Days with One
Winding

THE LAST WORD IN ALARM CLOCKS

The 8 Day Alarm Clock has become exceedingly

popular. Ever sine e their introduction on the market there has been a missing link which has caused no end of confusion. That is the operator would never know whether he would be called at six in the morning or at six in the evening. Nothing like this with the use of the Signal Automatic for the Red Signal below center of dial will appear if alarm is to ring within next 12 hours. This feature alone making it a veritable "Safety First" and not in phrase only. When you see the signal properly set you go ahead (and Sleep).

MORGAN & ALLEN CO.
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THE NEW PREPARATION
FOR SLIPPERY GOLF GRIPS

Re-Viscolizes the Leather RBCOMMENDED

by all good golfers and professionals. FIVE drops does the work. Nothing like it ever offered before. Retails for 35 cts. per tube. Write for sample and jobbers' discounts.

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Acific Coast Distributors
DALPHS-PUGH COMPANY
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We manufacture everything from dependable hand fire extinguishers to large chemical engines and chemical tanks for fire department service. There's good profit in being our agent. We carry the stock. Write us for catalog and special hardware discounts. Manufacturers of Fire Apparatus. O. J. CHILDS CO., Utica, N. Y.

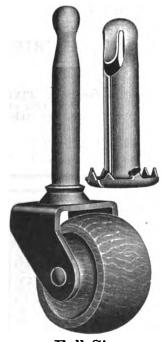


On the battle-field in the preservation of law and orderthe protection of home and countrywhenever and wherever armies or individuals have had to enforce right with might—COLT'S FIREARMS have been creating, building and maintaining areputation for merit, efficiency and reliability, that has resulted in a position of unquestioned superiority.

(1836-1917)

Pacific Coast Representative Phil. B. Bekeart Co. San Francisco

Colt's Patent Fire Arms Mfg. Co., Hartford, Conn., U. S. A.



Full Size C-2-5

# Faultless Casters

are built with an accuracy of details unsurpassed anywhere.

—produced with a quality of steel and refinement of design unexcelled.

—conceded by all hardware men to be the caster with least friction.

Gold Medal, Highest Award, Pan-Pacific Exposition in 1915 on "Furniture Casters of All Types"

# FAULTLESS CASTER COMPANY EVANSVILLE, INDIANA

"Move the FAULTLESS Way"

# 5 Great Rifle Victories

Were won in the 1917 Indoor Matches, conducted under the auspices of the National Rifle Association, by users of

# Peters .22 Cal. Semi-Smokeless Cartridges

CIVILIAN CLUB COMPETITION—Championship won by Peters R. & R. Club Team, of King's Mills, Ohio, 9,925 out of a possible 10,000

COLLEGE COMPETITION—Championship won by Michigan Agricultural College Team, 9,638 out of a possible 10,000

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HIGHEST INDIVIDUAL RECORD—Made by T. K. Lee, of Birmingham Athletic Club Team, 1,999 out of a possible 2,000

ASTOR CUP CHAMPIONSHIP—Won by Iowa City, Iowa, High School Team, 980 out of a possible 1,000

These decisive wins, with the World's Record of 4,599 out of 4,600 points, made in 1915 and still held by T. K. Lee, clearly indicate that even in the hands of expert marksmen Ammunition will make higher scores than any other kind.

### The Peters Cartridge Company, Cincinnati, Ohio

BRANCHES: New York, San Francisco, New Orleans
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Marshall-Wells Hardware Co., Portland-Spokans, Duluth, Winnipeg-Edmonton
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### The Ontario Knife Company, Franklinville, N.Y.

### WE SELL EXCLUSIVELY TO THE WHOLESALE TRADE

If you are a wholesale dealer and have not our catalog and prices, you should write for them at once



BUTCHER SKIRMING STICKING BONING SHEATH SLICING CORN SHOE

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KITCHEN CANNING FISN VEGETABLE PUTTY BEET CLAM TABLE

HOUSEHOLD KNIVES, HOUSEHOLD CLEAVERS, FLESH FORKS and a large variety of Knives with improved Sanitary Aluminum Handles.



We manufacture the largest variety and the largest quantity of kitchen knives made by any one house in the world



Schlichter Manufacturing Co.

HAMILTON, OHIO

### FOR \$1.00

### Old Kitchen Drain Board

New and Sanitary by using

Reg. U. S. Pat. Off. Wonderful Chemical discovery that anyone can apply in a few minutes. Leaves a brilliant white Porcelain-finish, dries quickly, hard as flint, durable, WATERPROOF. Thousands of astisfied good housekeepers testify to its merits. Seld by Hardware Merchants, Decorating and Department Stores. Write for interesting free circular and prices to the trade. The "NU-SINK" Co., 263 L W. Hallman Building Los Angeles, Cal. (Factory San Francisco)

### Mason Tool Bag



#### **We Manufacture**

Mason's, Electrician's, Plumber's Tool Bags. Automobile, Auger Bit, Punch and Chisel Rolls, Chal Bags, Horse's Feed Bags, Couch Hammooka, Carpenter's Aprons, Grass Catchers and other Specialties.

Send for Catalogue.

**EXCELSIOR BAG** & MFG. CO., Inc.

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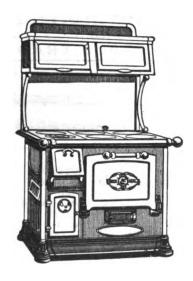
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Galvanised Metting Wire Cloth Wire Units Glass & Percelain Insulators Hails and Barb Wire Brackets, Pins, Stc. Wire Rope, Fithings Expended Metal & Wire Laths

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# "QUICK MEAL"

All Blue Porcelain Enameled and Black Porcelain Enameled Ranges are "Rust Proof," "Sanitary" and Easy to Keep Clean, being Enameled Inside and Outside.

Not affected by the Hottest of Fires.

Write for Catalogue and Agency

Ringen Stove Company Division of American Stove Company

C. H. SCHIECK, Pacific Coast Agent

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# Triner Universal



Hanging Scale

The U. S. Government purchased 45,000 for post of-fice use. Adapted for household and general use. Meeds only to be dis-played to make sales.

No. 200-A. White dial, covered with glass, price each, \$3.00.

No. 200-A-E. Enameled dial, price each, \$2.75.

Write us for descriptive matter. Order through your jobber

TRINER SCALE & MFG. CO.

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LOS ANGELES, CAL. PORTLAND, ORIGON



Classic and Capital

MADE FROM



Resists Rust



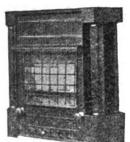
Agents have an ever increasing trade that Quality made.

Join the Ranks— First Step, Send for Catalog 36

Jas. Graham Manufacturing Co.

Largest Stove Makers in the West

San Francisco and Newark, California



Sectional View

### Sav Mr. Dealer

Did you know we manufacture Gas Heaters and Grates?

Why buy in the East, we can give you better service, a better heater and the profit will suit you.

We sure would like to have you ask us about our goods.

Minier Gas Heater Company

1028 Mission St. So. Pasadena, Cal.

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The Standard for a Quarter-Century

Order from your jobber.

Showing Construction Combines strength, beauty, usefulness and durability. Cleanliness always possible. Made in one piece of extra heavy tin plate, nickel trimmings. Handle swedged to body. No soldered joints to come loose. Easy to remove all parts for cleansing.

THE FRED J. MEYERS MFG. CO. Bender Street

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35 and 37 Wooster St., New York Established 1863



Parrot Cages Must Be Strong

Ours are Positively the Most Durable

Manufacturers of JAPANNED, BRASS and TINNED WIRE

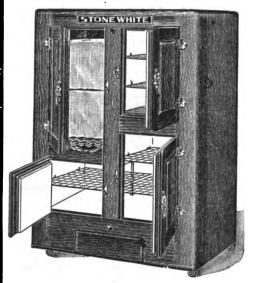
**Bird Cages and Cage Sundries** 

Pacific Coast Representatives

A. L. CONGER CO.

731 MARKET STREET, SAN FRANCISCO, CALIFORNIA

# "White Mountain" Refrigerators



### "The Chest With the Chill in It"

Years of energy and experience have made the "WHITE MOUNTAIN" the highest grade Refrigerator in the Country. A Refrigerator that is Sanitary, Economical and Durable. You present to your customer a refrigerator backed by the recommendation of a million homes. Quality that is recognized the World over as the Standard of Excellence.

For over forty years we have given thought and painstaking care to our product—thereby producing a refrigerator of great merit. Every feature that could be considered of practical advantage is embodied in their construction.

We manufacture over 200 styles, sizes and patterns, offering to the trade the most extensive line of refrigerators in the World.

It will benefit you to send immediately for our new 1918 catalogues telling all about their production.

Maine Manufacturing Company - Nashua, New Hampshire, U. S. A.

THE W. F. BOARDMAN CO., 718 Mission Street, San Francisco, Cal., Pacific Coast Agents.

# **QUALITY, plus SERVICE, equals SATISFACTION**



Made in three sizes: 10, 14 and 22 Qt.

In offering you our line of goods, we are offering you QUALITY and SERVICE, and complete Satisfaction comes only in the selection of goods that have stood the test of time. In stocking our goods, you get this SATISFACTION.

Our EAGLE MOP WRINGERS and BUCKETS COMBINED, and SUPERIOR FOLDING WASH BENCHES have the reputation of never failing to satisfy. You

will find these two lines, quick sellers and big profit producers.

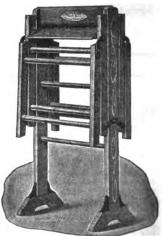
Our products are built of high grade material and are guaranteed

against all defects. The increasing demand for these goods is conclusive evidence that they are the Standard of Comparison, the Highest point of Mechanical Skill, and the Acme of Perfection.

# THE EAGLE WOODENWARE MFG. CO.

Manufacturers,

Hamilton, Ohio - U.S.A.



Will hold a 10, 11 or 12 tuck clothes wringer.



# Lalance & Grosjean Mfg. Co.

Manufacturers of the Celebrated Lines of

Agate (Nickel-Steel) Ware El-an-Ge Enameled Ware and

Pearl-Agate Turquoise Enameled Ware

New York

Chicago

**Boston** 

San Francisco

# ORONA and O. M. C. ALUMISHINE



ORONA for removing all discolorations and O. M. C. ALUMISHINE for polishing burnished surfaces.

One large manufacturer of aluminum states that neither OBONA nor ALUMISHINE need be purchased expressly for cleaning and polishing aluminum. They are excellent for all other metals, also enameled ware, tiling, furniture, porcelain, glass, etc.

"Truly they are marvelous compounds for all cleaning purposes."



For enameled, china and porcelain bath fixtures, they are recommended by United States Sanitary Mfg. Co. and other manufacturers of high grade ware. Also by the Davis Milk Machinery Co. of North Chicago, Ill.

Orona Manufacturing Company, 224-226 Milk St., Boston, Mass.



#### PERFECTION DETACHABLE SCREEN DOOR HINGES

These hinges are easily attached and detached with our new patented locking device. The door can be taken down and replaced in less than half a minute.

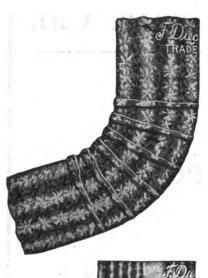
Eliminates the annual trouble of "hanging the screens."

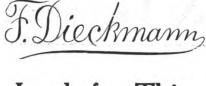
Solid When Locked

For sale by all leading jobbers. Write for prices. THE HARDWARE SPECIALTIES CO. Wabash, Ind.



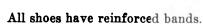






# Look for This Name

The Trade-Mark of the Better Line of Conductor Elbows and Shoes—Only New Material Used. Made in all angles from 10 to 90 degrees of 29, 28, 26 and 24 Ga. material. Gauge is stamped in each elbow.



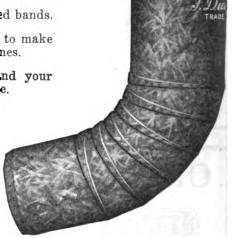
Our facilities enable us to make quick shipments at all times.

Insist on Dieckmann's and your troubles will cease.



P. O. Station B. CINCINNATI, OHIO

Western Representative GRIFFITH SALES CO. 314 Sheldon Bldg. SAN FRANCISCO





# THE PACKHAM Pipe and Rim Crimper.

Crimps close up to a shoulder. Especially adapted for Cornice work. Made by

THE PACKEAM CRIMPER COMPANY

Mechanicsburg, Ohio.

If your Jobber does not carry it, write us.



BEAUTIFY FURNITURE
PROTECT PLOORS and Floor
Coverings from injury by using
GLASS ONWARD SLIDING

GLASS ONWARD SLIDING
FURNITURE SHOE
In place of Castors
If your dealer will not supply you
write us.

ONWARD MFG. CO.
Menasha, Wis.
Kitchen er, Ont.

# **BURNT IVORY BRAND**

#### Second Growth Hickory Handels

Special attention given erders for

given orders for hand made Axe, Pick, Sledge and Hammer Handles.

IVORY HANDLE COMPANY, Mope, Arkanese



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# YOUR CUSTOMERS WANT THE BOOMER

IP YOU ONLY SHOW IT TO THEM

# **BOOMER CANNON**

Adapted for every use. Is the strongest and most durable Cannon Stove made. Constructed so that a sheet iron drum may be attached, and thus increase the heating capacity.

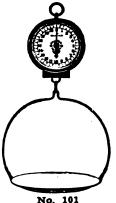
Made in six sizes,— 1 2 3 4 5 6
Diameter of Fire Pots 13½" 16" 18" 20" 22" 24½"
Weights, 182 240 300 385 525 575

OUR LOW PRICES WILL SURPRISE YOU—Write for them.

THE HESS-SNYDER CO., Manufacturers - - MASSILLON, OHIO

Trade mark "Boomer" Registered-No. 58228

# PELOUZE New Hanging Scale



Capacity 20 lbs. by ozs.

The Dial is large and distinct -- finished with glass sash and nickel plated rim.

Very sensitive and accurate. Approved by the Department of Weights and Measures.

MADE IN SEVERAL STYLES

# Pelouze Manufacturing Co.

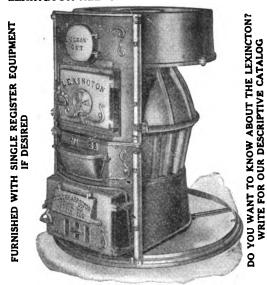
Manufacturers of Family, Candy, Market, Dairy Postal and Ice Scales

> EWING-LEWIS CO. Representatives

San Francisco

Los Angeles

# Everyone Arr FURNACES Should Know About the Practical and Exclusive Features Embodied in the LEXINGTON ALL-CAST WARM AIR FURNACE



We do not make extravagant claims. As a consequence the Lexington proves a pleasant surprise rather than a disappointment. Lexington dealers are enthusiastic. Lexington users are Boosters.

OULTER & PROCTOR STOVE CO.

# DOMES OF SILENCE

Glide softly, smoothly, silently over any kind of flooring. Save rugs, carpets, floors and furniture. Sizes to fit any kind of furniture.



Metallic Bed Slides Sixes: %, %, 1, 11-16, 1%, 15-16, 1%, 2 in. When ordering measure sixe of bed post. If round, measure across inside.

side.

If square, measure across inside corners.



HENRY W. PEABODY & CO.

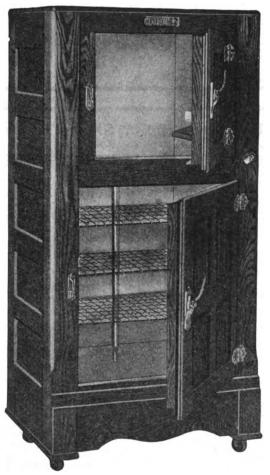
Domes of Silence Division 17 State Street New York Wood Red Slide
These wood bed
slides made to fit %in. Universal socket
Also specially adapted
for heavy arm chairs,
etc.

Fits any wood bed. Pull out the wheel caster; insert this slide.





# BALDWIN Dry-Air



"The Box with the Steady Cold Wave"

# Refrigerator

# 150 Handsome Styles

ASH, OAK, SOFTWOOD CASES; OPALITE GLASS, VITRIFIED POR-CELAIN, AND METAL LINED

# "The Cold, Clean Kind"

Baldwin's do better work with less ice than any other refrigerator made. They keep food preserved in the best possible manner, because of their positive one way current of absolutely pure, cold, dry air, moving swiftly around articles stored, and constantly cooling and purifying every square inch of the refrigerator.

Many Baldwin Refrigerators in constant use for 35 years are still giving the utmost satisfaction.

Don't sell a "cheap" refrigerator it wastes your customer's money and is a source of annoyance every day he uses it.

Baldwin's are lined with snow-white opalite glass 7-16 inch thick; vitrified porcelain, seamless porcelain, white enamel or metal. There are 150 styles in stock. Don't experiment with new makes of unknown quality—sell the Baldwin—the "kind the old folks used."

SEND A POSTAL FOR OUR BIG CATALOG

# The Baldwin Refrigerator Co.

BURLINGTON, VERMONT

Stop! Look! Think!

OF THE GREAT PROFIT IN OUR SPECIAL ASSORTMENT OF

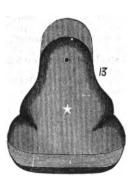
# "Elastic" Chair Tips

consisting of the most salable and profitable sizes,

- 8 Gross Bubber Head Nails.
- 4 100/144 Gross Bumpers. 17 Dos. Slotted Screw Tips.
  - Wood Peg Tips. 4 Dos.
  - 3 Dos.
  - Patent Bocking Chair Tips. Stetson's Combination Cushion 4 Doz. Chair Tips.









# "Elastic" Chair Tips

Prevent injury to floor and carpet, stop the noise nuisance in the hor e, the schoolroom, the restaurant, the public hall-wherever wooden chairs are moved about on wooden floors, concrets or tiling.

Their almost universal usefulness and necessity make them most profitable sellers-if pushed.

"Elastic" Chair Tips. Order the "Elastic" Assortment now-display it-then watch the "Elastic" sell!

ELASTIC TIP CO.

370 Atlantic Ave., Boston, Mass.

# VARIETY

is our strongest advertising point, because variety is the Jobbers' big talking feature, and the immense line of "UNIVERSAL" casters, are the most varied and compre-



hensive on the market. There is a "UNIVERSAL" caster to meet every dealer's demand, and several of our most popular styles are illustrated here. The "UNIVERSAL" Ball Bearing Metal Bed caster, made in 12 distinct sizes, and with wheels ranging from 1 1-16" to 2" in diameter, should be carried in stock by progressive jobbers. Can also be furnished in the "UNIVERSAL" Plain Horn and Non Ball Bearing patterns.

PATESTED MARCS 13, 1900

The "UNIVERSAL"
Ball Bearing Oblong
Plate caster, has for
years been the Hardware Jobbers' leader
in his caster sales.
Constructed throughout of high grade
steel, with strong
steel axles, and
equipped with large
size ball bearings, enabling the caster to
revolve smoothly and
easily. Made in six



distinct sizes, wheels ranging from 1 1-16" to 1 7-8" in diameter, and packed in neat, durable boxes, properly labeled, containing six sets each.



"A product without a peer!" The "UNIVER-SAL" Ball Bearing Grip Neck caster for the past twenty, years has been recognized the standard grip neck caster on the market. Constant improvement in its construction, has without a doubt made this the most complete and highly perfected ball bearing grip neck caster. Also made in the "UNIVERSAL" Non Ball Bearing and "UNIVERSAL" Plain Horn patterns, in various finishes, with 22 different kinds of wheels, and distinct sizes. Samples

can be furnished in 7 distinct sizes. Samples and prices H. W., upon application.

UNIVERSAL CASTER & FOUNDRY CD.
GENERAL OFFICES AND FACTORIES

574-600 Ferry Street, Newark, N. J., U. S. A.

Pacific Coast Representative
MR. EUGENE C. SAUL
Monadnock Bldg., San Francisco, Cal.



MADE IN OHIO, U.S.A.

# ALUMINUM "Real Solid"

# **ANNOUNCEMENT**

The "BEAL SOLID" LINE has been for 30 years, the Strong, well known, dependable Aluminum line of Kitchen Utensiis.

Our Policy is and has been to give the dealer goods of such quality that assures him not only his PROFIT, but the housewife's continued patronage. We have now added

A New Line of

# "REAL SOLID WARE"

This is a Heavy Drawn line STAMPED from heavy tempered Sheets, which is far superior, in many ways, especially in Rigidness and Durability.

We have eliminated unnecessary expense of CAST ALUM-INUM HANDLES, etc., and are putting MORE METAL into the BODY of our UTENSILS.

TRIMMINGS — Tinned Iron, using Double Coated Tinned Iron—The best on the market.

PROTECTED HANDLES—All Coffee and Tea Pots with handles, both curved and straigth bottom of handle is protected with Metal Trimmings, so that it will be impossible for flames to creep up over bottom and burn off handle.

OUTSIDE FINISH—The Same HIGH CLASS polish as heretofore.

INSIDE FINISH—Scratch Finish Superior because it does not show finger prints from handling or dirt, which may accumulate while on dealers' Shelves.

We have added 25 New Items, all practical. This makes the "REAL SOLID" Line the most complete on the market.

Write Today and get our New 1915 Catalog just off the Press.

The Buckeye Aluminum Company WOOSTER, OHIO

# Genuine "Acme" Fry Pans and Spiders

Cost no more than imitation or inferior articles

But they Build Up Your Trade and Satisfy Your Customers

Insist on the

# Genuine Acme

if you want ware of uniform and highest quality



Examine
Samples of
This Ware
and prove it
for yourselves



WM. P. HORN CO., PACIFIC COAST REPRESENTATIVES
LOS ANGELES RIALTO BLDG., SAN FRANCISCO, CAL. PORTLAND

# New York Stamping Company

BROOKLYN, NEW YORK

#### ESTABLISHED IN 1834 — THE OLDEST HOUSE IN THE BUSINESS

#### "MODEL" ROASTERS

The Reaster of Satisfaction

Seamless
Sanitary
Self-Basting
Self-Browning
Satisfactory



Best Shape and
Construction
For Efficiency

#### ONE PIECE BODY

(Makes Cleaning Easy.)

#### MAKES ROASTING A PLEASURE

(No Basting Over Hot Oven.)



TRADE MARK

Fish Racks can be furnished for use with the roaster, but are not included unless ordered extra.

TWO SIZES Small Holds 10 Lb. Round Roast 8 Lb. Rib Roast 8 Lb. Leg of Lamb 1-10 Lb. Turkey or 2-4 Lb. Chickens

#### Large Holds

18 Lb. Round Roast 14 Lb. Rib Roast 15 Lb. Leg of Lamb 1-16 Lb. Turkey of 3-4 Lb. Chickens

Small 10%-in. x 15%-in. including Handles 17-in. Large 11%-in. x 17%-in. including Handles 19%-inch.



(Prevents Burning.)

#### CLOSE FITTING HANDLES

(Economy of Space.)





**Gray Mottled Enamel** 

Represented in California by

BARRETT & ROSS 91 New Montgomery St. San Francisco, Cal.

In the State of Texas

C. V. MILLARD San Antonio, Texas



"Modol" Extra Large Reaster

Represented in the States of Washington, Montana, Idaho, Oregon, Colorado and Utah by

FRED A. LEE 1626 13th Avenue

Seattle, Washington

One Size 1234 in. x 1858 in., including Handles 2034 in. Two Finishes—Polished Sheet Steel and Blue Glazed Enamel.

Manufactured by THE CENTRAL STAMPING COMPANY'S original process of reverse stamping whereby all unsanitary and unsavory ridges are eliminated. Made in Plain Metal, also enameled in three colors.

THE CENTRAL STAMPING COMPANY ... NEW YORK

# New Feature Now Shipping: 3 frame handles instead of one,—that is, No. 1 home size is packed 4 of each frame shown in cut to each dozen, thus giving consumers their choice and immensely popularizing this article. This is good news to fully 90% of stores throughout the country who already carry these goods and who instantly recognize this as a valuable trade feature. With one frame only, the woman might say "I don't like the handle" and here's the answer,—GIVE HER HER CHOICE. To the 90% of stores handling, we need not talk of their features superior to all competitors. To the remaining 10% who will now stock them, they need only know they are ALL STEEL, no wood or castiron to gather dirt. Are FULLY NICKLE PLATED, thoroughly cleaned under the spigot as there is no rough surface to retain dirt, thus 100% SANITARY,—the only ones. The DIRECT CENTER DRIVE prevents slipping or catching: the 8 BEATING BLADES produce results unobtainable with a less number and do the work in half the time; PROTECTED PROFITS: we won't sell price. Where well introduced "12 out of 15 women choose LADDS." I ron pots and kettles were long ago displaced by aluminum; cast-iron kitchen beaters by these steel ones. FULLY GUARANTEED. Two sizes,—No. 1 home, No. 2 hotel. Hundreds of jobbers stock. If your's don't, write us direct, BUT GET THESE GOODS BY ALL MEANS. United Royalties Corporation, 1133 Broadway, New York

#### Ladd All-Steel Beaters

#### New Feature

NOW SHIPPING: 3 frame han-



Mixer-Churns



#### United Royalties Corporation, 1133 Broadway, New York

WESTERN SALES REPRESENTATIVES

OMER COX, Underwood Building, San Francisco, California SANDS & COX, 207 San Fernando Bldg., Los Angeles, Cal. STRIMPLE & COX, L. C. Smith Building, Seattle, Washington

JONES & COX, Newhouse Building, Salt Lake City, Utah TAYLOR & COX, Ideal Building, Denver, Colorado

# Are You Prepared When the Housewife Asks for an "ENTERPRISE?"

Women, on the advice of their friends, and as a result of the advertising being carried in representative women's magazines, are asking for and insisting upon "Enterprise" products.



#### "Enterprise" Meat-and-Food Chopper

The chopper with the and perforated plate, that cuts the meat into uniform, juicy particles without squeezing it dry. The one that enables the women to utilize cheap cuts of meat and left-overs; making them into croquettes, meat balls, hamburg steak, etc. The kitchen chopper that helps them bring down "the high cost of eating."

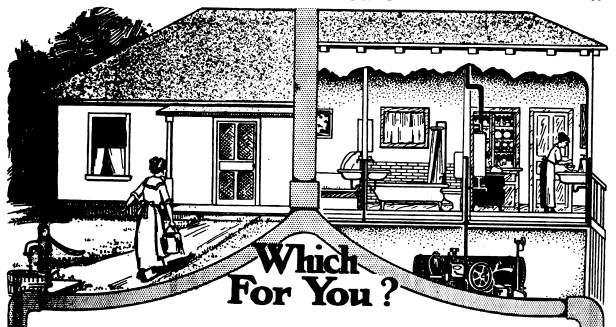
#### The "Enterprise" Grain Mill

This mill has proved its merit in thousands of homes. With it the housewife can grind her own breakfast foods, whole wheat flour, corn meal, nuts for nut butter, etc.

THE ENTERPRISE MFG. CO. OF PA. - Philadelphia, U. S. A.







Water when and where you want it by simply turning a faucet or having to carry it from the pump? The first is the money, time and labor-saving way. The second way is old-time drudgery. Install a

# Leader Water System

and know the comfort of having

# WATER

in every room in the house, in any part of the barn or feed lot. Consider the value of a strong stream of water should fire break out. The money you will save in installing a **Leader Water System** will more than pay for it in a short time. A **Leader Water System** will also add to the rental and property value of your property.

#### SEND US YOUR NAME AND ADDRESS

and we will go into full details. We will show you how you and your wife's work can be done quicker and made easier with a **Leader Water System**. We will show you how you can run your farm on a more economical basis.

Every LEADER WATER SYSTEM sold is fully guaranteed.

Write us now.

### PACIFIC HARDWARE & STEEL CO.

Pacific Coast Distributers
SAN FRANCISCO



# DOVETAILED

# How Linoleum Fits Into the Hardware Business

Did you ever realize how easy it is to interest the purchaser of an ice cream freezer, refrigerator, or stove, in linoleum? For instance, the water and cracked ice from the freezer are easily cleaned up from a linoleum floor—just a few strokes of the mop.

Why not suggest to each customer that she cover the floor of her

pantry, porch, kitchen or laundry with

# Armstrong's (A) Linoleum

The ease with which linoleum can be cleaned and kept clean appeals strongly to women. In fact almost every sale of hardware gives you a chance to mention the cleanliness, durability and attractiveness of linoleum.

When you sell a mop or a broom, suggest the ease of cleaning linoleum. When you sell a stove, suggest the convenience of putting in a new floor covering before the stove goes in. When you sell paint, suggest the artistic color combination that can be obtained by selecting an attractive linoleum pattern for the floor.

May we send you prices, samples and details about our free window displays, lantern slides, newspaper cuts, hangers, felt pennants, show cards,

etc.—without obligation?

Mail the coupon

Armstrong Cork Company, Linoleum Dept., No. — Lancaster, Pa.	F-220
Please send prices and san Armstrong's Linoleum; also fi describing selling helps.	nples of ree book
Name	

City.....State

# Armstrong Cork Co.

Linoleum Dept. Lancaster Pa.

Geo. B. Swayne Selling Agent

212 Fifth Ave. New York-Heyworth Bldg Chicago

# \$500.00

# "WEAR-EVER" Window Display Contest FIFTY-FOUR PRIZES

Please note that one-half the prize money is offered to entries in towns having a population of less than 25,000

#### Prizes to Be Awarded to Entries from Towns of More Than 25,000 Population \$50.00 for Best Window Display...\$50.00

toolog for Bost William Bisping	,00.00
\$25.00 for Second Best Window Display	25.00
\$15.00 for Third Best Window Display	
\$10.00 Each for the Eight Next Best	

- Window Displays ...... 80.00 \$5.00 Each for the Sixteen Next
- Best Window Displays...... 80.00

27 Prizes.....\$250.00

#### Prizes to Be Awarded to Entries from Towns of Less Than 25,000 Population

\$5.00 Each for the Sixteen Next Best Window Displays ...... 80.00

27 Prizes.....\$250.00

Note—For every photograph to which prize is not awarded \$1.00 will be paid—for one photograph only from each firm or sendder unless special arrangement is made.

#### THE CONDITIONS OF THE CONTEST ARE:

- 1. That aluminum utensils appear in the display.
- That you state on back of photograph the cost of materials other than cooking utensils used in making the display.
- 3. That display is made between August 1, 1917, and December 25, 1917.
- 4. That photograph of display—mailed flat—bearing name of store in which display was made, address and date of display, and sender's name is received by us at New Kensington, Pa., not later than January 10, 1918.

Note—Prizes will be awarded to the person who sends us the Window Display, unless

Please address The "Wear-Ever" Magazine, care of

The Aluminum Cooking Utensii Co.

New Kensington, Pa.

the firm responsible for the display enters the Contest—in which case award of prize will be made to the firm itself.

The The	"Wear-Ever" Magazine Aluminum Cooking Utensil	Co.
	Name Kanada atau Da	•••

New Kensington, Pa.

Date......191.....

Please send to address below printed matter indicated by an "X."

Please mark with "X" printed matter desired

- O Ad Proofs
- O Window Display Book
- O Demonstration Book
- O The "Wear-Ever" Magazine
- O Catalog of Utensils

Name .....

Chin

State .....





# **UNIVERSAL VACUUM BOTTLES**

are in demand to supply the liquid refreshment at any time with sparkle, freshness and flavor.

Their patented construction withstands the abuse of travel and a careful forty-eight hour test insures the efficiency of every filler.

LANDERS, FRARY & CLARK NEW BRITAIN, CONN.

No. 22, \$2.75



No. 392 Nested Set, \$5.00



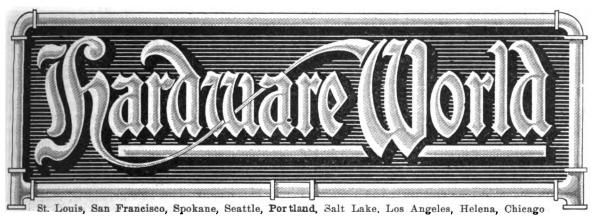
No. 82, \$4.50



No. 9822, \$7.25



No. 310 with Pint Bottle, \$3.00



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Volume XII SEPTEMBER :: 1917 Number 9

THE WORLD IS THE OFFICIAL ORGAN OF THE WESTERN ASSOCIATIONS

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JOE

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# Volume vs. Big Profits

Editor's Note.—Hamp Williams speaks out of a successful experience these homely yet splendid truths. While living and doing business in Hot Springs for almost 25 years and when he thought everyone knew him, yet his experience at the telegraph office in HIS OWN CITY convinced him he could not yet afford to stop advertising. There is a lesson in this for every merchant jobber and manufacturer.

OOLWORTH and Kress' chain of stores is some evidence of that assertion. Catalogue houses is another proof. Twenty-five per cent on \$100.00 wouldn't feed a big family very long, but 10 per cent on a thousand dollars is four times as much. The rapid turning over gives volume and increases your cash discounts rapidly.

One hundred dollars turned twelve times in

twelve months with a 2% discount every 30 days will give you 24% margin every year. If you made no greater profit and your capital is sufficiently large, you can make all the money you need.

A good assortment is one of the fundamental principles of a successful retail hardware store. The jobber is best fitted to supply that demand. Quick sales and small profits properly advertised, bring great results.

Competition prevents us from making a fair margin on staples, but if you sell enough of them, you can make money. Your total net profits for each day is what counts, therefore it is necessary for you to know what you have done today and if you

show no gain, try a different plan and work harder tomorrow. You must have a goal and try to make it. Place an advertisement in your local newspaper and ask everybody if they saw it and what they thought of it. If they didn't see it, change its position and ask again. Do not put an ad of any kind in the paper and leave it there indefinitely. That is the same as a show window that is never changed.

Have you ever noticed after your wife has changed the furniture in your living room and how it adds to the appearance of your home?

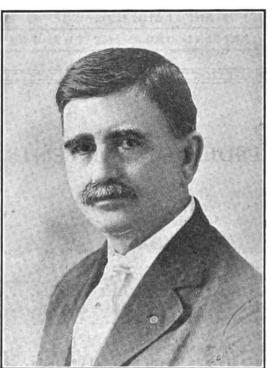
Some men dress alike every day while others will have a dark suit one week and a light one the next. Everybody notices the change and it helps.

To properly appreciate health, you must be sick occasionally; to appreciate happiness, you

must have some sorrow. There must be a change 'made in the arrangement of your store and your plans must vary with conditions. If you haven't been successful; "For the sake of Mike," make a change, there is nothing worse than a failure.

The trouble with this article is, that it will not be read by the man who needs it most. The merchant who is doing no good, does not

read, he has no time to read; he takes all his time in talking about his competitor, the bad crops, the mean people in his community, hard times and worse ones coming, slow sales and trying to sell out so that he can go to the farm where he can do nothing and not have it advertised. Have you ever notreed a fellow like that? He talks that stuff all the time. If he used half as much time in reading and boosting, he would be a wonder.



#### Nothing Succeeds Like Success.

It is far better to cut your price than to let the business go to catalogue houses. No difference how cheap you buy, the profits do not show until the goods are sold. Price cutting is dangerous, I

will admit, and very dangerous, but no man nor set of men are going to take my business away from me as long as service, quality and price will hold it.

The one price plan is good if you can put enough service and talk enough quality to make it go, but if that plan fails, I try another. Theory is all right, but it takes money to buy meat.

When I started into business, people were always telling me how my competitors did business; I said, "I am not following their methods; if I adopted their plans all the way through they would hold the trade, I must adopt another and better way of doing business," and I did.

For twenty-two years I have lived in Hot Springs and been active in business and politics. I have advertised in every conceivable way I could think of. The other night I stepped into one of our telegraph offices and asked to send a prepaid and charge message; the young man in the office did not know me and had never heard of me. "Nuff Sed."

#### OFFICE GIRLS DISPLACE OFFICE BOYS

Exit the time-honored, joke-provoking office boy, enter the new messenger girl. Not only has the day of women in business arrived, but the office girl is becoming more evident and in full force.

This is particularly true in some of the larger cities, especially where large industrial plants or ship building operations are in active operation. In some of the large cities throughout the West jobbing institutions have found it necessary or advisable, perhaps both, to replace office boys with office or messenger girls. The demand for boys has been such in the industrial plants they can make exceptional wages, and in looking around for someone to replace office boys, the idea has been hit upon of using girls.

The experience of a large jobber who has installed office girls instead of boys is that their work has been most satisfactory. As a matter of fact he says they seem to be more intelligent, give closer attention to the duties before them, and waste much less time than

boys.

As a means of developing and educating these girls for higher positions, they have introduced a school of typing and comptometer work. In fact, since the messenger girl system has been introduced a number have been advanced to higher positions, and they show the same interest in their work that they did when on the messenger bench.

We know many girls are developing into expert saleswomen, in a number of retail hardware stores, and the experience which merchants have had with them has been quite sat-

isfactory.

#### ARE YOU GUILTY!

-of trying to whip out your competitor by

cutting prices on standard goods?

—of stocking up on inferior grades so that the goods you sell at cut prices won't leave you in the hole?

—of selling at so low a price that the thinking element among your trade gets suspicious

of your quality?

—of selling anything under the representation that it will perform that for which it was never designed?

—of loading up so heavily on a bargain that by the time the last of it is sold it proves to be a dear bargain indeed?

-of keeping expenses down by not laying

in a much-needed stock?

—of substituting light weight, lower grade, or inferior quality where a certain weight, grade, or quality has been specified?—Louis Schneider.

# HOW A CITY DEPARTMENT STORE INSTILS COURTESY

Before us are two samples of confidential "inside literature" used by a great western department store—attractive little slips in two-color printing. They are signed by the general manager.

These friendly suggestions are issued to be read solely by the army of salespersons of that store. They are short and to the point. We reproduce them here. They explain themselves to you:

#### Did You Say "Thank You" to Every Customer Today?

It isn't because you don't know better—you do. You're careless, that's all. When you say "haven't got" or "you'll have to be identified," or "youse" or "I seen it" or "yes'em," you are merely casting a bad reflection upon your own bringing up and upon your own home surroundings.

You really know better, but it's so easy to use slang and poor grammar that you sort of get into the rut—and you do it without know-

ing it

A little politeness, and a few nice phrases, go a long way toward pleasing customers. It isn't that they think more of the house, but they think more of you, personally. And for your own satisfaction you want to have outsiders think well of you.

Bad English makes a bad impression.

Here's the other one:

#### Some Customers Try Your Patience.

You cannot re-make this world and you cannot order people constructed according to your own ideas. So if you chance to run across a customer who is irritable, try to rise above that customer's irritability.

Don't let last-minute customers excite you; don't let unreasonable customers annoy you.

A sales person who can smile and be polite when the customer is wrong and the sales person is right, that sales person is standing the real test of salesmanship—and that sales person is worth while.

These "samples" from a series of similar "friendly talks" give you some faint conception of what city department store service is—and how far the management goes in "little things" to please the great buying public.

Should not every store—big or little—do

likewise?

Tact, courtesy and judgment of human nature, are all useful assets of the wise dealer, but after all, keep in mind the fact that "It is better to be safe than sorry," and when you are not reasonably sure of the moral or financial integrity of a prospective customer, get his name—and that of his wife—down on the dotted line that spells absolute security.

There are two values in every purchase: what it saves and what it costs.



# Three Problems in Salesmanship

By KENNETH McKENZIE, Manager Hardware Department Western Metal Supply Co.

Question A—What do you say to your customer when he says that he has dealt with your competitor and finds his Service entirely satisfactory, and that he cannot see any reason for changing his account. Why should he change?

T may be assumed that the main elements entering into a successful merchandise transaction are:

1-Quality.

2—Price.

3—Service.

We may go further and state without fear of contradiction, that one or more of these ele-

ments is absolutely essential to every business deal brought to a conclusion entirely satisfactory to both buyer and seller.

Therefore, when a prospective customer states that the service of my competitor is perfectly satisfactory, I am compelled, either to disprove his assertion, which in my estimation would be bad policy; or, accepting his statement at face value, I enter the contest deprived of one of my most useful weapons of argument.

However, assuming that I tacitly acknowledge the affirmation, I may yet be permitted to show that the service rendered by my house is at least equal to that of my competitor, and possibly in so doing I may call to mind some

points of superiority in our own methods.

Failing, possibly, to show that our service

is better than other business houses, I then fall back upon my first line of argument, which is Quality.

I must show that the quality of my line is superior in merit, as to appearance and durability. I must emphasize the stability of the manufacturer's reputation and standing, whose goods we carry. If my competitor carries a house brand of his own name, I must convince my prospect of the superiority of old established factory trade-mark brands over the other.

On the other hand; if my house has some special brand, I may be permitted to emphasize the fact that our absolute guarantee is back of such goods and that we stake our repu-

tation upon the quality. In short—I will endeavor to impress upon my listener, by every means in my power, that we are "long" on quality. Having seen to it that my talk ran more to quality than quantity and then should my prospect be still unconvinced—I fall back upon my second argument, viz.:

#### Price.

It may be that I have nothing better in the way of price to offer than my competitor. If I have, however, I am then fortified with two most effective weapons—Quality and Price, and

these two joined will in nine out of ten cases win the battle. Most purchasers will overlook some shortcomings as to service, provided the above two attributes are present in the transaction.

For the sake of argument, let us suppose my price is no better than other quotations. I must then call to aid all arguments possible to show superiority in improved styles of packages for display purposes, for economy as to shipping weight, and proper classification in order to insure minimum freight rate. It frequently happens that these apparently trivial matters have considerable bearing upon ultimate delivered price.

I would assure my auditor that it might prove wisdom on

his part, should he still remain obdurate, to divide his business. That by so doing he would insure for himself the very best of treatment as to prices and terms for the future, and thus be enabled to play one house against another.

Should it happen to be a dealer in my home town with whom I am negotiating, I would make a strong plea to his sense of loyalty to the Home Market. We are all more or less prone to keep our dollars at home:—

The Dollar that I spend at home,
I simply to my neighbor loan.
And if I sell as well as buy, some day
The Dollar will come back my way.

Question B—What do you say to your customer when he says that your Price is too high?

"Your price is too high." I then accentu-





ate Quality, as outlined previously. As a general rule, it is not good business policy to use "stolen thunder," but there are times when a particularly apt expression is permissible. To my mind, the slogan adopted by E. C. Simmons in years gone by cannot be repeated too often -"The recollection of Quality remains long after the price is forgotten."

At this point, I call to aid "Service" to add strength to the foregoing. I dwell upon the of our accounting department, promptness and despatch in handling orders, care and attention in delivery, and finally our absolute guarantee to take back any goods not as fully represented.

Question C-What do you do when your customer says that your goods and prices are right, but that he is not ready to give you the business at the present

I have now exhausted my stock arguments of Quality, Price and Service. My customer acknowledges the forcefulness of all my statements, but is still unwilling to buy. I must now adopt different tactics. It is my first step to ascertain if possible his cause for hesitation. It may be that he is overstocked. passing, I would here state that in my opinion the most disastrous step a salesman can take is to knowingly overstock a customer. needs no commentary. Many of us can doubtless recall our own feelings toward the voluble "Knight of the Grip" who, having taken advantage of our simple faith, loaded us up with a lot of goods that were in quantity, possibly sufficient to treble our immediate requirements. There they are on the shelves, staring us in the face—month in and month out—mute witnesses of our gullibility toward a slippery tongued "Drummer." Needless to say, future representations of this able salesman are viewed with more or less suspicion. He may change his house, but he is a marked man.

To resume. If my prospective customer is overstocked, I believe it would be the part of wisdom not to attempt to sell him. In the nature of things, the merchant who is chronically overstocked is not making money and is a doubtful risk to any house. It is sometimes better to pass certain business, or better still,

let your competitor have it (1)

However, we are to assume I am bent on making a sale. I shall listen politely and patiently to the reasons offered as to why he will not buy. Acquiesce in all statements where I deem the point is well taken, and in general let him have his say out. After he has finished, I remind him gently that the market is on the upward trend; goods becoming more and more scarce, and his policy of cutting down his stock in the face of a rising market might be questioned. I call to his mind that his present stock is probably worth from 30 to 60% more today than when he bought it, and cite instances to prove where he could have made a much larger profit had he in the past been a

little more optimistic as to the future. I show, or attempt to show, where he can obtain much greater returns within the next 12 months. I argue that there is scarcely any likelihood of a decline in prices for at least two years.

Should my worthy friend still be unconvinced (I have already gone through my catalogue with him), I take up the question of seasonable goods that may be ordered in advance. If this method is unavailing and he does not thaw, I ask permission to look over his stock. Politeness demands this favor be granted. And it is a poor salesman that cannot find some overlooked shortage. I then, after a careful scrutiny of his shelves, submit my list of discoveries. He cannot well escape my toils now, as common courtesy would require that he allow me to take his order for the "shorts"; and then, of course, enough more goods must be added to make shipping weight, etc.

It is my firm belief that all salesmen's arguments be affirmative. Refrain as far as possible from adopting the negative. Remember, also, when talking to a customer that he is always right, and your House is always right.

Know your goods and believe in them, and no power on earth can prevent your selling

them.

Be optimistic all the time.

Do not dispute your customer. some of his statements be too palpably out of reason—a polite smile of incredulity should be the nearest approach to questioning his veracity. Impress upon him that it is your sincere desire to assist him—and that "A sale made is a benefit trade" to all parties concerned.

HOW SUCCESSFUL MEN SIZE YOU UP

When Jesse H. White, professor of psychology in the University of Pittsburgh, asked something more than 9,000 old, successful business men for the points on which they judged men, he drew a wonderful lot of replies. Nine Points.

There are nine points on which they lay emphasis when you go to them to sell them something, to ask for a job or to do business with them.

These are the points:

1. Your body. 2. Your clothes. 3. Your education. 4. Your experience. 5. Your will power. 6. Your moods. 7. Your chief interest and hobbies. 8. Your habits. 9. Your wealth and social position.

NEW ZEALAND DEALER REMITS GLADLY ..: I enclose money order covering my subscription for three years in advance. I pay this amount gladly and cheerfully. I am still connected with Bellringer Bros., Ltd., and we have built up a nice business although we are slewing built up a nice business, although we are slowing down just a bit now on account of the high prices and some material being unprocurable, but we are out to win this war at whatever cost. New Zealand.

# Restitution, Restoration, Security

How Shall We Know When The Aims of This War Have Been Obtained?

Address of Dr. Nicholas Murray Butler, President of Columbia University.

NE year ago the war had proceeded far enough and had continued long enough to indicate some, if not most of its far-reaching problems and its certainly revolutionary effect upon the thought and upon the social and political organizations of the entire world.

At that time public opinion in the United States had not proceeded to the point of participation by ourselves in the war-which had been inevitable from the moment we intervened with the approval and support of the people of the United States. Therefore, at that time I made no attempt, as it would have been impossible to indicate the lines of action or of policy which commended themselves to my personal judgment and which I believe should be adopted and supported by the Government and people of the United States. But I remember speaking in this presence at that time upon the new international relationship this war was certain to bring about, and I endeavored to indicate how, to my mind, these changes were likely to affect American public policy in the future. In the interval, the die has been cast. As the area of the war has been widened, the issue has become increasingly clear, and we now come to a point concealed from most, if not all of us three years ago, where we can begin to discuss the goal to which we are mov-

The question I would like to propose and attempt to answer, in as few words as necessary, is this: How shall we know when the aims and purposes of this war have been attained? How are we to tell when this war is successfully over?

#### This War Different.

This war is different from every contest that has preceded it. This is not a war which is to be won on fields of battle alone. It has developed into a struggle between ideals and policies. Different from any other conflict waged since the beginning of time, it will be settled not only by supremacy on the fields of battle, but in the fields of national Ideals and Policies. It will be won in the mine, the workshops, the banks, and through efficient operation of our transportation facilities.

How obvious it is that this war is not a contest between armies and navies alone, or even between armies and navies chiefly. Armies and navies of millions occupy the center of our attention, but behind the armies and navies are the economical, political and social organizations of people, and every man and woman who is doing his bit to maintain the maximum of

the nation's effectiveness, advances the nation's prosperity. It is incumbent upon every man to wisely conserve his resources, for every person is to some extent a combatant in this war, and it is quite conceivable that the war may be won by the combatant who can most effectively maintain his industrial productiveness, although numerically the lesser.

This is a new kind of warfare, not confined to military operations only, but reaching out and touching the effectiveness of every organization of civilization. We now see that this is not a war to avenge the murder of an Austrian Archduke, or to settle the differences of troublesome neighbors, nor is it a war to settle the long standing jealousy between Slav and Teuton, or Teuton against Saxon and Celt. If you will closely follow the circumstances of three years ago, you will find that they strike the eye of the mind as the most significant happenings of the moment, but we now see that important and significant as they were, they but constitute the rolling up of the curtain revealing the presence of a mighty struggle at the heart of civilization. We find now that we were living in a world of illusion that we were standing over the greatest volcano known to science or history; that the thin veneer of armed force was a mockery of friendly civilization. And with clearer vision we now perceive that this tremendous conflict has developed into a struggle of ideals. Eternal principles of righteousness are challenged, and with hearts afire, our minds and wills are directed to one supreme accomplishment: The preservation of our cherished ideals.

#### War for a New World.

That is why, on the part of our people, this is a war without hate and without rancor. It is not a war to conquer anybody. It is not a war to subdue or oppress anybody. It is not a war for territory or financial gain. It is a war for a new world. It is the confident hope of those who see beyond the clouds that that new world shall have a place for every nation and that it shall rise on foundations of human conviction and human policy so secure that it will not again be within the power of dynasties or cabinets to shake it. But in order that that end may be accomplished, this war must be It must be won for this reason: The policy of the government which we oppose puts its confident trust in permanent military force, and the nations of the earth that think otherwise must break down that force and with it the conviction that force will dominate this earth.

You may discuss matters of detail for a hundred years, but these matters of detail are not susceptible of discussion until it is decided whether law and right are more powerful than lawless might. That question will be answered only by the supreme effort, determination and sacrifice of the people of the United States.

Until the people of the United States, from ocean to ocean and from Canada to the Gulf, understand that if this war is to be won, we must win it, no end is in sight. We are not spectators; we have come last and latest upon the field to take our place at the apex of the battle, and to see it through. If we do not. this nation must be prepared to arm itself to the teeth for 100 years as no nation has ever been armed, in order to defend its very exist-That is our only alternative. It is a struggle between right and wrong, and you cannot settle a struggle between right and wrong unless right wins. There is no greater enemy of this country and no greater enemy of mankind, than he who goes about crying peace, peace, while this much desired condition continues to be jeopardized by the rule of force. Peace is a by-product of righteousness and good order in the world. And how shall we know that we have accomplished our aim? How shall we know when our cause is estab-We shall know when those in arms against us are ready to agree with us upon three things, viz.: Reparation, Restitution and Security.

Necessary Conditions for Peace.

From Russia has come the cry, "Peace," without annexations or indemnities. Our answer to that must depend entirely on what those who use these phrases mean. If they mean that no attempt is to be made to repair the shocking damage done to Belgium, Servia and Poland, I say No. We are not so constituted to easily forget the names of those who commit crimes against humanity. And the ghastly crimes committed against Belgium must ever stand as symbolic of those things which There must be reparation to Belgium, Servia and Poland, and that reparation must be made as a condition of a desirable peace. A great crime was committed against a neutral state; a great offense was committed against public law, and before the Tribunal of the very world's conscience, which may only be remedied by complete reparation. crimes of Germany are not acts of war. They are acts of criminal aggression against a not unfriendly people, and I maintain that reparation must be made for these public offenses. No nunitive indemnities are demanded, but we do want great crimes dealt with according to our tenets of everlasting righteous public law.

As a second condition, there must be Restitution. Here we come to one of the most difficult and delicate questions within the range of political statesmanship. This world cannot at-

tempt now to remedy all the wrongs that history records, but leaving them wholly to one side there are four spots in Europe which have been centers of friction and disturbance and which are certain to remain centers of friction and disturbance unless the people who dwell in these four bits of territory are permitted to live under the sovereignty of their choice. They are Alsace Lorraine, Italia Iridenta, Poland and the Slav States of the Balkans. The time has come to give to the people in these pieces of territory the right to say under what sovereignty they will live, or you are simply set-. ting the stage for other wars. We do not realize in this country how vital these matters are, we who understand so well the practical limitations of military policy. When Alsace Lorraine was torn against its will from France in 1871, Bismarck opposed it on the perfectly clear ground that, incorporated within the German Empire, two million unwilling subjects would be a source of weakness and not of strength. We all know the weakest point in the German Empire is Alsace Lorraine. Poland has been promised freedom by the Central Powers. It was a promise made by the Belligerents under the pressure of necessity and only reflects the judgment of the world that it was not too late to redress the crime against Poland by making reparation.

There is then Security that this calamity will never happen again; Security that that international law will be supported by such a powerful concert of peoples that this kind of outbreak cannot again take place. We thought we had made much progress toward creating international harmony, but we now find that we had only committed ourselves to policies of government fundamentally unsound. In the future we must have the principles of people predominate, and not the principles of governments, as the supreme code of law. There must be no further scraps of paper between nations as there are no scraps of paper between honorable men. But we must not expect these things to happen at once. That would be too utopian. In this connection, the one hopeful aspect is that the war is proving the greatest educator the world has ever known. Every man, from the highest to the lowest, is realizing that war is related to his personal interest.

It may be that only by such a purging process our aims and wills could be brought up from the valley of selfishness, narrowness and prejudice, and be lifted up to the heights where we can see so many of our shortcomings, and see our responsibilities to each other as human beings, and the duty of our nation toward other nations. If we can find a basis for Reparation, Restitution and Security and make a policy large enough to include every nation and every tongue, even this war shall not have been in vain.

It may be that this is God's way of bringing a new world.



#### HE GUESSED WRONG

A small boy carrying a basket got on the train the other morning bound for Mapleton. He found the car full and stood in the aisle as if uncertain what to do. A gentleman who was occupying a seat with his grip beside him, put the grip on the floor and the boy's basket on the rack above his head and offered the lad part of his seat. Presently the gentleman felt something trickling down on his head from the basket above.

"My boy," said he, "your pickles are leak-

"Them ain't pickles," replied the boy.

#### WHERE ARE THEY!

The man who had made a huge fortune was speaking a few words to a number of students at a business class. Of course, the main theme of his address was himself.

"All my success in life, all my tremendous financial prestige," he said proudly, "I owe to one thing alone—pluck, pluck, pluck!"

He made an impressive pause here but the effect was ruined by one student, who asked impressively:

"Yes, sir; but how are we to find the right people to pluck?"

Advertising properly applied should pull, not jerk.

"You and I can only succeed as we organize our lives to help the other fellow."

It makes no difference where you were born, as long as you live in the United States and enjoy the benefit of its institutions and the protection of its government, your obligation is to support the government, to the fullest extent.

C. I. Hubbard, a dealer in hardware at Cheney, Wash., has incorporated.

Herman Bohn has bought the Felshow stock of hardware at Clintonville, Wisconsin.

Snyder & Simkins have purchased the stock of the Brady Hardware Co., Brady, Montana.

S. O. Andros, president of the Whitney Hardware Co., Albuquerque, New Mexico, is at present on an eastern trip. The Whitney Hardware Co. have been doing a most excellent business and report every out-look that the balance of the year will be even more fully occupied.

#### "HARDWARE WORLD" INSPIRES CONFI-DENCE

I have written to five advertisers in your pages today, and consider it one of the best hardware publications in existence today.
FRANK L. WILSON

Iowa. Dealer.

#### TIME TO ACT IS NOW-TIME FOR TALK IS PAST

This country is at war with powerful enemies. Before we entered the war its necessity might be legitimately discussed. After war was declared the one duty of every citizen, loyal or otherwise, and of every resident who invokes the protection of our laws is, in act and in speech, to do everything in his power to strengthen the arms of those who are appointed to conduct the war.

All who give countenance and support to an opposing propaganda at a time like this are traitors and need expect no sympathy if they get what they deserve.

And one of the laws is that when we are at war whatever gives aid and comfort to the enemy is treason and punishable by death.

And it is the duty of those thus charged to prosecute with relentless severity every man or woman who hinders, and especially who incites others to do so.

#### SOUTHERN CALIFORNIA DEALERS TO MEET AT VENICE

The next meeting of the dealers of Southern California will be held at Venice, Cal., one of the famous beach resorts, on September 19th.

The merchants in the vicinity of Venice realize they will have to "go some" to provide a more enjoyable time than the last convention that was held at Riverside, but they feel equal to the emergency, and Mr. Westbrook is equally anxious that it should maintain its reputation, for he is interested in both places. He has shouldered a great deal of the responsibility, and profiting by the experience he has had, the merchants who attend will be assured of a most excellent meeting.

The business will be transacted during the day, and arrangements are made to have a helpful and interesting meeting. The banquet will be held during the evening, to which the members are privileged to bring the lady members of their family.

The "HARDWARE WORLD" is authorized to extend a special invitation to all who possibly can to be present at this interesting meeting.

The man who has plenty of sand, a wide horizon and a cool head is a summer resort all to himself.

KEEP IT COMING UNTIL TOLD TO STOP By all means continue to send me the "Hard-ware World." Take it for granted I want it to keep coming until I tell you to stop. It is the best book for information that I can get hold of. Excuse my negligence in not sending my renewal earlier. Find enclosed herewith check for three years' subscription.

J. W. HAYNE, Successor to McCarty & Hayne.

Washington.



THE WOMAN'S POINT OF VIEW

Woman is coming to the front from a business and commercial standpoint to a far greater extent than even the most ardent advocate or suffragist dare dream.

The war is making opportunity for woman to show what she can accomplish, doing her bit, and be it said to her credit she is not proving a

disappointment.

On the contrary, with woman's natural intuition, her ability to learn quickly, she is measuring up to what may be reasonably expected.

In most lines of business women are raw material, and it is important to not only get the right kind of raw material, but to see that they

are properly trained.

In many stores handling hardware and house furnishing, young women are proving most efficient in a sales capacity. Most authorities agree that the qualities to look for in clerks are health and natural courtesy.

Courtesy is the slogan of every store, of every kind, big and little, courtesy to all, rich or poor, old or young, and in this particular line women should prove efficient.

Another step to insist upon in the training of

clerks is honesty and truthfulness.

It is a shortsighted merchant who would not insist upon this among his salesmen or sales-

It is a shortsighted merchant, too, who argues against educating his salespeople to greater selling efficiency. Once in a while we run across a storekeeper (for you could not call him a merchant) who objects to educating his salespeople to greater selling efficiency, arguing that to do so would make them dissatisfied and would probably cause them to want an increased salary.

This is indeed a shortsighted policy, because while it may be true the more efficient they become the more they are worth, yet a poor person takes up just as much room as a good person, and it is far better to have a salesman or a saleswoman who is really worth while than a "make believe" who simply puts in the time or fills in the space.

By all means educate the clerks, either men or women. Educate Your Salesmen.

Educate your salesmen for sales depend largely upon knowledge, tact, courtesy and all round ability of the salesman and saleswoman. The more progressive and up-to-date merchants, whether they are big or little, are endeavoring to educate their salesmen, to make them more efficient, and one of the longest steps toward increased sales that the average merchant can make is to see that his salary is put on an intelligent basis in proportion to the service and ability of his employees.

If one doesn't appreciate such remuneration, then change your force, but pay them what they are worth. Be fair to the women clerks as well as to the men, and you will find they will respond just as readily, and will doubtless prove fully as efficient if not more so.

Women are going to take a larger place in the commercial field in the future, and it is worth while that they should be properly trained and educated along this line.

BASE YOUR PRICES ON PRESENT COST

Irving S. Kemp, sales manager of Vaughn & Bushnell Mfg. Co., Chicago, believes that one thing that should be impressed on the trade generally is that they should base their present market prices on the various items in their stock in proportion to their present cost.

In order for a merchant to be successful in these days of steady and sometimes daily increases they must base their selling price on what it will cost them to replace the respect-

ive articles.

A tool which formerly cost 40c, and retailed at 75c gave a very good profit, but if it now costs the dealer 75c to buy the same tool, if he has it in stock and continues to sell the one from stock at 75c, even though it only cost him 40c, he is clearly doing business without making a profit, for it will cost him all of the 75c to replace the tool.

You will never find a grocer selling sugar or flour based on prices of six months or even a week ago. Their prices are based on the market prices of today, for certainly if sugar or flour went down if bought at a higher price it would be necessary to sell at market prices of that time, even if losing money, and there is no reason why the same rule shouldn't hold good with reference to selling every article that enters into the merchant's stock.

Too many merchants are not taking advantage of the information which we are publishing in the retail selling prices given each month, and which our subscribers will find revised up to date at the time of going to press.

Speaking for their own product Vaughn & Bushnell Co. are good enough to state that no drop forge nail hammer, either first or second quality, should be selling at less than \$1.00 today. The following prices would be more in line with the market.

Number 41½, 16 ounce Vanadium Hammer, \$1.50 each.

Number 11½, 16 ounce first quality Nail Hammer, \$1.25 each.

Number 111½, 16 ounce second quality Nail Hammer, polished, \$1.10 each.

Number 111½, 16 ounce second quality forged finish Nail Hammer, \$1.00 each.

No. 0, 16 ounce Ball Pein Hammers, 95 cents each.

Number 1, 20 ounce Ball Pein Hammers, \$1.05 each.

Number 2, 24 ounce Ball Pein Hammers, \$1.10 each.

Number 2, Machinists' Riveting Hammers, cents each.

In this regard it may be interesting to know that the above prices are considerably lower than prices quoted in the Civil War times for similar hammers.

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# Small Things That Make For Success

Editor's Note.—The author of this srticle is J. M. Campbell, of Campbell Bros., who conduct a successful store at Bowling Green, Missouri. They have as a motto "Everything for Everybody." Mr. Campbell is a former president of the Missouri Retail Hardware Association, and this article is especially valuable for merchants in country and interior towns. He speaks out of an experience of many years, and he is good enough to pass his ideas along so his brother hardware merchants can have the benefit of them. His methods have proven a success in his own business. As a man of close observation he realizes it is the little things of life, the little courtesies, the little conveniences that appeal to the great majority, and while done in a spirit of helpfulness is nevertheless a big asset in the success of merchants. We said this article would appeal especially to the country merchant, but it will be a poor merchant whether he is doing business in a large city or a small one who cannot adopt some of Mr. Campbell's excellent ideas and suggestions. In return the "Hardware World" will be very glad indeed to publish the suggestions of any of our readers, and thus continue its good work of furnishing a means of exchange of helpful ideas.

THE average small town merchant and a good many large ones too, for that matter, fail to make a success in their business for the reason that they do not take advantage of the small things connected with and around their store.

It is the intent of this article to bring to their attention a few of the many things that

can be carried to a successful conclusion if they will but put them to the test.

#### Getting Women's Trade.

Some years ago I made a talk before the Missouri Retail Hardware Convention in which I stated among other things that we used to attract the women to our store was the use of the baby buggy for the country mother; I wish to reaffirm that this is one of the best means we have ever tried to bring the women to our store, and it is not an uncommon occurrance to have them call over the telephone to hold one of the cabs for them for the day.

The cost of six of these cabs is \$7.80 and you will be surprised at the number of them that you will sell at \$2

and instead of this being an expense you can turn this service into a paying department.

#### Ask Your Wife.

This stunt can be worked to a better advantage if you have a well equipped rest and wash room in the rear of your store.

If you do not believe the ladies of your community will boost for your store if you will place such little conveniences at their disposal, you go home and ask your wife what she thinks of a store that will use such means to attract women to your place of business, and ask her if she was ever in a neighboring town with nothing especially to do and no friends whom she could call upon and see if she did not feel as if she were in the way when she did not have trading to do.

Men fail to appreciate the feelings of women in this matter, they can go to the hotel office and make themselves feel at home, but women do not have that feeling of liberty that we do and a store that will do their bit for them, I am sure that they will rise up and call them blessed, though they may not understand that it is more or less mercenary on our part.

#### Water Cooler Draws Women.

In this connection you should have a clean, well kept water cooler for their use, I have seen mothers on the streets with little "tots"

crying for water and they not know where to go for a drink while the father was at the soda fountain quenching his thirst.

Never let an advertisement leave your store without these facts getting to the public, and it will not be long before your store will be the Mecca for the women of your community.

We carried this water stunt to our fair one year and issued ice water checks for the women and they would come to our store of mornings before they went to the grounds and get a supply of checks for the day, then we sent boys through the grand stand giving them out; of course there was water on the grounds, but it was not at a

place that mothers could get up to with their babies. These little things were appreciated to such an extent that our visit to the country we have had them make us get out and wait until they could stir up some lemonade, stating that it was a slight appreciation of the kindness we had shown them in our store.

A rest room becomes the meeting place for them when they come to town and they will sit there for hours and talk over their joys and sorrows, hopes and aspirations. We have had them to bring flowers and put them in the vases to decorate the room.

#### Meet Your Customers at Their Picnics or Gatherings.

There is another thing that we fail to take advantage of and that is going to the country and meeting these people at their gatherings, such as picnics, sales and other gatherings. I know it to be a fact, that they consider it a compliment for you to come and mingle with



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them, spend the evening or night, they like to get your point of view of the current events, and in this manner you get in touch with the whole family and it will not be long until the boy or girl will be getting married and the chances are nine to ten that you will get to supply them with their kitchen equipment.

#### Ninety Per Cent Return Your Calls.

Several years ago we called upon some 350 or 400 families in our community for business reasons, took their names and the number in the family, left advertising matter in the home, and we took it upon ourselves to watch the results of this and we are safe in saying that 90% of those families called at our store and made purchases and spoke about our visit to their home, and the store still feels the effect of this campaign and we are planning another one in the near future.

We believe that there is too much directing of the retail store from the desk or office. This may be the proper method for the jobber, but we do not believe that it is the proper way to build up a retail business in a small town. If you are on the floor at all times and meet your trade with a smile and a glad hand shake you will be able to show a greater gain than the man that directs his forces from the desk. I know this will be criticized by a good many, but we will have to have more light upon the other side than we have, to change our point of view.

Then there are a good many small things, that enter into a sale, that can make for a greater success and help build up a good business that would be timely at this time.

#### See That Your Customer Understands.

No sale is made until the customer is thoroughly satisfied, should be the maxim of every retail store, small or large, and as we all know that the first impressions are the most lasting, and every one around the store should be made

to feel that every customer should understand the article thoroughly in its working and make.

We will take two articles that are sold in every hardware store, Refrigerators and Oil Stoves. To make the sale satisfactory the user should know how, and it is up to the salesman to teach them, the use and abuse of these two articles.

Take the refrigerator first, how many of us explain the proper arrangement of food, so as to get the very best results, and how to clean the pipes so as to keep the box in the best sanitary condition. How many of us go to the trouble to show the user of an oil stove how to flush the supply pipe, boil the burners so that the stove will not smoke and soot, take the wicks out in the winter, turn the oil tank up side down so that the wicks will not be rotten next spring when they begin the use of the stove. We have never had the least trouble with articles of this kind where the user had proper instruction to begin with, where on the other hand all the trouble came from neglect upon our part.

The above will hold good on all lines such as paint, tools and all things that are found in the hardware store, and these are such small things but they will make for the greater success.

#### A Store Fair.

There is a stunt that we have been wanting to pull off in our store, but up to this time have failed to work it out in as satisfactory manner as we would like, that is, give what we would be pleased to call a Store Fair. Build booths around our store and display modern household and kitchen helps with a bright girl or boy in the booth that would demonstrate the many uses that they could be put to.

Take the food chopper for an example, how many housekeepers use that useful article for more than a meat cutter, whereas it has many



uses that it could be put to and there are many such articles in a hardware store that could be shown that would increase our sales beyond our fondest dreams, and with the help of the manufacturer this could be pulled off with mutual benefit, of course you would have music and light refreshments during the week, and I verily believe that it would give the business a boost that would be felt for months to come.

We fail to take advantage of the small things we have at our hand to gain favor with the buying public. Take our telephone, I presume that we have all had the supposed trouble of having our phone ring and be asked to get so and so to the phone or have them call at some other store or even go to our competitor and bring a bundle out that they have ordered, and it is so easy to lose your temper over the telephone and be a little short in our answer. Now we should be careful in this. Make them think it is a pleasure for you to do it and the phone was placed there for that very purpose. Cultivate their use of your telephone, make them think that you have the best receiving box in town, have had extra strong batteries put in so that they can hear easily by coming to your store and talk, and it will not be long before they will believe it. That does about all any advertisement will do, get people into your store and it is up to you and your force to connect them with your merchandise.

There are many, many such small things that are at our command, but I will close, asking if you have not already tried out all of these stunts try one or two and see if they do not help to make for the greater success and pleasure in merchandising.

#### SOME WITNESS

The prosecuting attorney had encountered a somewhat difficult witness. Finally he asked the man if he was acquainted with any of the men on the jury.

"Yes, sir," announced the witness, "more

than half of them."

"Are you willing to swear that you know more than half of them?" demanded the lawver.

yer.

"Why, if it comes to that, I'm willing to swear that I know more than all of them put together."

Men who plan to climb should first tuck in their coat-tails.

The Twin Falls Hardware Co., Twin Falls, Idaho, have recently moved into a new building, which will give them facilities for carrying an increased stock. The building is modern in every particular, both in its arrangement, opportunity for display and convenience in handling stock. The second floor is devoted to a display of ranges, stoves, heaters, washing machines, churns, etc. Business is good with the Twin Falls Hardware Co. and they regard the outlook as most excellent.

# SERVICE IS BIGGEST FACTOR IN SUCCESS

No man ever achieved success without rendering a real service to those with whom his work brought him into contact—his employers, his fellow employes, the customers of his firm. If he is "in business for himself," the statement still holds good, for in that case the question of service is even more important.

The truly progressive dealer looks upon his relation with customers in the light of how efficiently he can serve them and earn the profits to which such service entitles him. It isn't first and foremost "profits" with him, but rather "efficient service" and then, based upon that service, a fair and legitimate return in the shape of net profit.

E. Hackley, Earl Park, Indiana, who operates a successful hardware store, says:

"The pleasure a conscientious workman takes in doing an important job in a thoroughly efficient and good way—this is the pleasure we take in making our store service the very best possible.

"It would hardly be correct or truthful to say that our only idea in extending store service was to please our customers and to gratify

ourselves.

"The thing back of the whole proposition is of necessity profit. We may as well be frank about it. It is perfectly legitimate to be in business for profit and we feel we need make no apologies."

"We are frank to tell you that there is much more to a business like ours than the mere mak-

ing of profits.

"We run this store because we are interested in it, because we know this kind of business and because we would rather do it than anything else in a business way

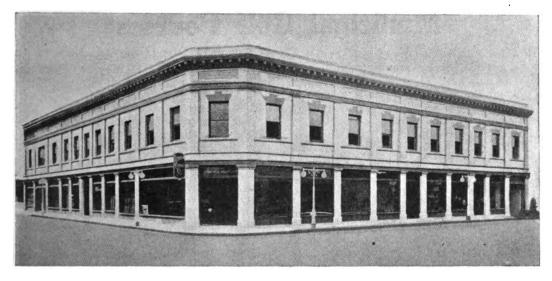
"To have people compliment us on the appearance of our store, on the excellence of our goods and on the effectiveness of our methods means something to us that money cannot buy.

"On the other hand, when anybody comes to us with a well-founded criticism about our goods or our methods or anything having to do with the store we regard him as a friend.

"We most earnestly want to make this store the best of its kind around here. We shall succeed if you will help us with your friendly criticisms. And if you have any commendations to spare throw them in also. The conscientious worker never objects to a well-spoken word of praise."

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H. T. McClellan of McClellan & Larkin, hardware merchants of Covina, Cal., reports that on a visit throughout middle west states he found prices of merchandise in many instances in the hardware line were higher than he was charging for the same article in his store at Covina. He reports a good outlook, and expects to continue busy throughout the rest of the year.



#### LIVE HAWAIIAN INSTITUTION

The Schuman Carriage Co., Ltd., who are importers and dealers in automobiles and accessories in Honolulu, advise us that business has been very good.

The plantation business is exceptionally good, and the planters are realizing large profits from the sugar crop, and when sugar business is good in the islands one has said it all, as sugar is the backbone of the islands.

The Schuman Carriage Co. have 120 employees in Honolulu, besides having branches on each of the other islands in Hawaii, Kauai and

The pineapple industry is getting to be a big factor there, and they have thousands of acres now under cultivation and export two and a half million cases of canned pines every year, valued at present at a little over \$3.00 per

Contrary to what may be generally supposed there is considerable ranching, and most of the cattle and sheep are raised for home consump-

Coffee is also a big factor and some of the finest coffee in the world is grown on the islands.

Large quantities of coffee are shipped to the United States and the colonies, also to the Philippines and for Army use.

The small farmer is also here and raises quantities of corn, potatoes, chickens, etc.

Business on the whole is good, and the future seems bright for some time to come.

The Glendale Hardware Co., owned by R. L. Hink-ley for the past nine years, at Glendale, Cal., has been sold to Chas. W. Kent and James Welt.

# BETTER THAN ANY I like the "Hardware World" better than any

trade magazine I have ever read. ANDREW AYNES.

•• •• ••

#### LOS ANGELES DEALERS BENEFITED BY MEETINGS

Los Angeles possesses a live hardware dealers' club of which M. M. Dietz is president. Mr. Dietz says it is working in fine shape, the majority of regular hardware dealers being members.

A general meeting is held once a month, at which matters of interest to retail dealers are discussed.

Since the club has formed, the members are "recognizing one another." They are friends instead of enemies. Ruinous price cutting has largely ceased among legitimate dealers, and there is a decided feeling of fresh enthusiasm and a more fraternal feeling all round.

Prices have been changing so frequently lately that the members are kept informed of these price changes, and this information is of untold value to them.

The executive committee holds frequent meetings. Mr. Dietz generously gives a great deal of credit to Mr. Lord, who is chairman of one of the committees. He is a man of a great deal of experience, good judgment and fine executive ability. Splendid work is being accomplished by Mr. Lord's committee.

Mr. Dietz says that the club is also very fortunate in having as secretary Glen Marks, manager of Hoffman-Marks Co., who has been untiring in his efforts to make the club a winner. He has succeeded in putting a lot of enthusiasm into the members, and in creating confidence.

S. B. Rowe has purchased the hardware and implement stock of Williams-Lucas Co. at Cucamonga, Cal.

The Coquille Hardware Co., Coquille, Oregon, have been doing a very satisfactory season's business and are anticipating a busy season throughout the rest of the year.

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# Municipal Golf Courses

NE of the manifestations of golf's tremendous growth in our country is the rapid increase in the number of public courses. It was only about eight years ago when the first American public course was opened. Now there are nearly a hundred.

This is nothing compared to what the near future years will bring. The wise administrators of public parks and lands, will move promptly to install courses wherever possible. Why?

Because it is inevitable that public sentiment will compel it. The talented public servant is the one who foresees the trend of civic interest and seizes the chance to place himself at the head, not the tail of the procession.

#### Most Democratic of Games.

It used to be called a rich man's game here. All this is changing. The public course is drawing on all classes of people. It is becoming the most democratic of games. Baseball is really open only to men of twenty-five years and younger. Tennis is too violent and exhausting to men of thirty-five and over. semi-invalid can engage in neither of these interesting pastimes and in our climate few women can play tennis with real benefit to themselves during five months of the year.

On the other hand, golf is possible under really pleasant conditions nearly everywhere in the United States for at least eight months in the year; in some sections twelve months of the year it can be played. Old and young, strong and weak, men, women and children are devotees of this grand game.

An outfit is not expensive; it will last two or three years or even longer with care. great lack is the course. Here is the real expense, but all cities of five thousand population and over can and ought to support at least one course.

In Scotland every village of three hundred people has its golf course. In England towns of two thousand are almost always found enjoying the benefits of free golf.

At Jackson Park, Chicago, over 66,000 persons played over the course in one year; working men, clerks, lawyers, bankers, doctors, every class is represented among the players.

In Scotland the coal miner comes up from the mine at four o'clock, grabs his bag of clubs and not stopping to wash the coal dust off his face plays his eighteen holes before supper.

#### Everyone Should Have Equal Privilege.

Our people should have the same opportunity here that the Scotch worker enjoys. Think of the added health, the saner, cleaner living and thinking that comes with the game. the words of David R. Forgan, the great Chi-

cago banker: "Golf is a science, a study of a lifetime, in which you may exhaust yourself, but never your subject. It is a contest, a duel or a melee, calling for courage, skill, strategy and self-control.

"It is a test of temper, a trial of honor, a revealer of character. It affords a chance to play the man and act the gentleman. It means going into God's out-of-doors, getting close to nature, fresh air, exercise, a sweeping away of mental cob-webs, genuine recreation of the tired tissues. It is a cure for care, an antidote It includes companionship with friends, social intercourse, opportunities for courtesy, kindliness and generosity to an opponent. It promotes not only physical health but moral force."

#### GOLF BUSINESS BOUND TO GROW

This is the first year we have taken on a line of golf supplies. We have been very successful, however, with this line, and find it a very good addition. We feel it is a department of our business that is bound to grow.

While we feel that considerable of the golf supplies will be sold through various clubs by the professionals, nevertheless we find there are a good many small clubs being organized, that do not have professionals in this business, and which business will be handled through the small hardware or sporting goods houses.

We don't think there is any sporting goods or hardware house in the country which would make a mistake in taking on a line of golf supplies, for golf bids fair to be one of the most popular games in this country in the very near future.

If we can be of any further assistance to you along this line, we shall be glad to hear from you.

RICHARDS & CONOVER HARDWARE CO. Per R. V. Cusack.

#### GOLF GOODS A GOOD ADDITION

Golf goods are to be considered as belonging to the sporting goods department of any retail hardware store. It is a good addition and a profitable one for the retail dealers, where there is any established business.

PAXTON & GALLAGHER CO.
George T. Wright, Mgr. Hardware.

Adam owned the earth at one time. His experience should be a warning to those who want it now.

Teacher—Now, children, what is it we want most in the world, to make us perfectly happy! Bright Youngster—The things we ain't got.

How Do Yours Compare With Retail Selling Prices Published in This Issue?









#### TRIUMVIRATE OF COLORADO HARD-WARE JOBBERS

Reference was made in our last issue to the fact that Frank A. Bare had purchased the controlling interest in Geo. A. Tritch Hardware Co. of Denver, Colorado, and had succeeded Mr. Tritch as president of the institution.

At the time the item was put in type we did not have available a photo of Mr. Bare's associates, Mr. Albert Arps, Vice-President, and Mr. H. J. Thomas, Secretary and Treasurer, who have been connected with the Tritch Hardware Co. for many years.

We are now glad to show to our readers as fine a trio of enterprising and successful business men as can be found in any institution—men whose ideal of service is to co-operate with their customers in every way, to render the most efficient service possible.

The Geo. A. Tritch Hardware Co. has been in existence for almost sixty years, and its development and growth has been steady and consistent.

The life work of Mr. Bare, the new President, has been along lines that has brought him in close touch with retail merchants, and he is familiar with their problems from many years' personal experience. He knows their view point from personal contact.

His experience in connection with a large Ohio manufacturer has likewise given him a comprehensive view of trade conditions that will stand the Geo. A. Tritch Hardware Co. in good stead, and with the reorganization that has taken place they will undoubtedly occupy a more prominent position in jobbing circles.

Ross Tulloch, a hardware merchant at Friday Harbor, Wash., reports a very satisfactory season's business

# CONDITIONS EXCELLENT IN AUSTRALIA AND NEW ZEALAND

One of the "HARDWARE WORLD" subscribers in New Zealand writes us as follows:

Conditions are very prosperous here. Everybody has an abundance of money, and it is quite freely circulated. The great handicap is the scarcity of shipping. However, it behooves the American manufacturers to be active.

We find a great many of the storekeepers in New Zealand and Australia regularly receive the "Hardware World" and are greatly interested in it.

The people now look upon America as a small boy does his big brother when in trouble. It makes one feel good when traveling in foreign lands to recognize the feeling that exists for America and the Antipodes. It is the great desire of everyone in these sections of the country to visit America some time.

#### A TRIBUTE TO THE HARDWARE WORLD

Of all glad words of tongue or pen
That set the mind aflame;
"Tis when the office clerk shouts out
"The 'Hardware World' just came.

We all stop work and gather 'round, And inspiration gain; Then to our tasks with better grasp We go with might and main.

Each year our growth in sales
Is marked by steady stages.
For all of us are guided by
The "Hardware World's" bright pages.
S. M. THOMAS.

The Lee Hardware Co. has opened a new store at Malta, Montana.



# What Policy Should Merchants Pursue

Suggestions from Manufacturers and Jobbers as to Fall and Spring Purchases

THE "HARDWARE WORLD" believes there is no question more interesting to retail merchants than that of the policy they should pursue in making their purchases for fall and spring trade. Many successful merchants are placing their orders, believing that even were the war to stop very suddenly, which is hardly likely, prices would remain at the present level, if not continue to advance, owing to the fact that many have allowed their stocks to run low, and the volume of business would make the demand abnormal.

Other merchants have been pursuing the method of buying from "hand to mouth," believing it advisable to buy frequently without requiring an investment of more than is necessary

to take care of their daily requirements.

"In the multitude of counsel there is wisdom," yet in the letters presented in this issue there is almost an equal variance in advice; but we know these letters will be read with a great deal of interest. They are from men who make a daily study of the markets, and they speak from an experience, in many instances, covering a long period of years.

These letters apply especially to trade in hardware, tools, housefurnishings and auto accesso-

ries.

#### IRON AND STEEL SITUATION

Everything in the Iron and Steel line seems to be in "6's and 7's," and no one seems to know what the future will bring forth.

Prices are high, and all classes of material are scarce and very difficult to obtain. The situation is made worse by the attitude of the Government regarding the commandeering factory output on steel sheets, plates, bars, etc., and the possibility of this feature being extended to cover other lines.

For the foregoing reasons, I understand that most manufacturers are very reluctant to take business for future delivery. The situation is so entirely different from heretofore existing that even the shrewdest buyer, or best informed manufacturer is unable to determine the future course of the market, and therefore prudent men hesitate to give advice.

Personally, I feel that the time for conservative action has arrived, and I believe that the merchant who buys now in small quantities, and frequently, will in the end be better off than those who buy liberally, at the present high prices, because there is a time coming when there will be a re-action and prices must recede, and the dealer who has the lightest stock will be the best off.

No one can tell when this will happen, but it is well to be prepared for it when it comes.

Very truly yours,
A. C. RULOFSON.

#### COVERS THE FIELD IN A VERY COMPRE-HENSIVE MANNER.

Your publications are all read by me with interest, for not having been brought up in the hardware and implement business, the suggestions and ideas that are always found in them cannot help but be of interest and value to every dealer.

It seems to me that you cover the field in a very comprehensive manner.

R. L. REECE.

#### KEEP BUYING FOR NORMAL REQUIRE-MENTS

One man's guess is about as good as another, for no one knows what the Government is going to do in the matter of price regulation. We have this assurance, that before anything is done Congress will waste so much time talking about it that whatever their action, we can discount it, but it is hard to foresee what the course of prices will be.

It would be our suggestion, and has been our suggestion to customers that they keep buying along for their normal requirements. On lines which incline more to luxury, cutting their quantities down slightly from previous years, but on staples,—buying freely for their requirements.

Under the ordinary course of business, in the present conditions of the market, without any interference by the Government, they certainly will not lose by it, and there is no doubt but that, no matter what the course of the Government will be, it is going to be difficult to get goods in many lines, and whatever price the Government may decree, the man who has the goods in a retail store can make a profit on his costs.

FAILING-McCALMAN. CO. Edward J. Failing, Secretary.

No matter whether you approve of the policy of the present administration or not, if you are a loyal American it is your duty to enthusiastically and whole-heartedly support every movement that the government initiates or undertakes.

The Lewis & Byrd Hardware Co., Newman, Cal., have leased a new store room, which will give them facilities for carrying an increased stock. Business has been good with them the past season, and in their new establishment they will have better facilities for taking care of their trade. They are adding materially to their stock, and report an excellent business.



#### EXPECT JOBBER AND RETAILER TO HAVE LARGE DEMAND

As to the policy of retail merchants in their purchases for fall and spring business, our idea is that these merchants should buy only such goods as they feel reasonably sure of selling during the periods named.

All lines of hardware just now are high in price and while values may go higher, we believe that they are already too high to specu-

late with.

There is no weakness in the market for finished steel products at the present time, and if our crops mature in accordance with recent estimates, we think both the jobber and retailer will have a large demand for merchandise, but there are so many things which might happen, our feeling is that the safe policy is to replenish stocks as indicated above.

HIBBARD, SPENCER, BARTLETT & CO. J. J. Charles, President.

#### BUYING FROM HAND TO MOUTH

For the last two years we have advised the retail trade to buy from hand to mouth, due to the fact that the market is so uncertain that we do not know when we are going to go over the hill, and when prices start to decline they should have as few goods on their shelves as possible, because in the decline of goods they will lose whatever profit they made in the advance. We have always told our trade it is better to order goods every day rather than to load up on goods and carry a heavy stock over against the uncertainty of the market. Yours truly, GEO. A. LOWE COMPANY.

J. R. Cooper, Treas.

#### CONSERVATISM SHOULD RULE, YET WANTS IN MANY LINES MUST BE ANTICIPATED

There should be no question as to the policy of the retail merchants in their purchases for the coming months. Conservatism should be the rule, as there are many indications that the peak has been reached in certain lines of hardware commodities.

However, it will be necessary to anticipate as usual many lines which are made up during the Winter and delivered in the very early Spring months. Manufacturing conditions are rather chaotic and they must be favored in every way possible. Dating goods of course. can be bought at guaranteed prices which will make the buyer safe.

Merchants should pay particular attention to cleaning up their stocks, while the market is favorable. This policy cannot fail to be beneficial as it will give more active turnovers, and a better profit in the long pull.

THE THOMSON DIGGS COMPANY.

C. F. Prentiss, Vice-Pres. and Gen. Mgr.

The C. A. Eastman Hardware Co., Bishop, Cal., are now occupying a new store building, which is modern in every particular. They are adding materially to their stock.

#### GET YOUR GOODS IN STOCK

All seem to agree that the retail merchant should purchase liberally for Fall and Spring requirements and proceed to get the goods in stock.

THE GEORGE TRITCH HARDWARE CO. Frank A. Bare, President.

#### DON'T SPECULATE BUT BUY TO MEET DEMANDS

Buy within reason large stocks to the extent of the merchant's financial ability to meet his demands. It would not be wise to speculate. It is the merchant's duty to supply his customers. He should at all times, even if this necessitates carrying a little heavy stocks at this time, live up to this rule.

STREVELL-PATERSON HARDWARE CO. S. A. Jackson.

#### TURN STOCK QUICKLY. MAKE PUR-CHASES OFTEN

In our opinion the retail merchants would be pursuing the best policy if they would run their stocks very low, making purchases often, securing and disposing of their goods as quickly as possible. In this way it will enable them to have a small stock and keep their trade well in hand.

HUNT & MOTTET COMPANY. E. F. Messinger, President.

#### ANTICIPATE WANTS AHEAD SO AS TO GET GOODS

The retail merchant should pursue the same policy in their purchases for Fall and Spring as they have in the past, anticipating their reasonable requirements. We believe that they and all others should avoid overbuying or speculating at this particular time and that the policy should be conservative rather than otherwise.

In fact, frequent purchases and not large quantities should be made. We believe that unless we all anticipate our wants as far ahead as usual, or perhaps more so, that we will not get the goods when we want them. There is no question but that manufacturers are having all kinds of trouble obtaining material and that there is a shortage of labor in the large manufacturing centers with the consequence that goods will be scarce and we can see no signs of any break in the market for some time to come.

MARSHALL-WELLS HARDWARE CO. E. S. Redeker, Manager.

M. Vincent has sold his business to C. O. Child at Madera, Cal. Mr. Child was for many years connected with Rosenthan Kutner Co., Madera, Cal.

The Oliver McKown Hardware Co., American Falls, Idaho, is planning an addition and improvements in their buildings, as well as an additional story, which will give them the facilities for carrying an increased stock. Business with them has been good, in fact business is better than usual.



#### ADVISE HAND-TO-MOUTH BASIS

As to what we believe should be the policy of retail merchants in their purchases for fall and spring trade, we haven't any decided opinions to present along this line, nor would we care to give advice as to what quantities, and for how long ahead the retail trade should make purchases of their requirements.

In view of the high prices prevailing, we believe that retailers should purchase on a hand-to-mouth basis from their nearest jobbers. The jobber will of a necessity require making purchases farther ahead than the retail dealer, and it would be our advice to the retailer to let the jobber assume the risk in these vacillating times. We believe that prices on the whole are unreasonably high, and due to a peculiar nervous condition rather than a stable reason, and just as soon as conditions have been brought about that will eliminate the present wild scramble for merchandise, these prices will drop like a punctured balloon.

Retailer and jobber alike are wise in advancing their stock goods to present prices, thereby making all the profit that they possibly can under these conditions, as the day is not far ahead when the turn will be the other way, and they will have to suffer the loss of a decline, so it is best to insure against that loss by making all the profit possible at this time.

The great prosperity prevailing over the country acts like an anaesthetic against the high selling prices, but one of these days there is going to be a cessation of war profits and war time prosperity, and when wages and salaries are being cut, the prices of commodities, staple and fancy, will be governed more by the buying public. Then will be the time for the retailer to be on the safe side with a staple, reasonable sized stock that can be disposed of quickly and without suffering any great loss in the decline.

As jobbers we are up against the proposition of having to look ahead six or eight months for our present requirements, and we run a considerable risk of radical changes between now and months ahead that work out to our great disadvantage. We believe the time for speculative buying is about at an end, and now is the time to buy wisely against the inevitable trend downward that is ahead, how far ahead only a prophet of great nerve and egotism would dare express.

In this section the high prices of farm products will more than make up for the failure of wheat and corn in Western Kansas. One of the most total failures ever known of farm products has proven this year in the western half of Kansas, and same will have a very depressing effect on business. We have already experienced a curtailment in our trade in that section.

We all hope that it will not be long until the Kaiser's partnership with "Gott" is severed.

and that the latter will join the allies to put a final quietus on the fearful situation in Europe.

THE LEE HARDWARE COMPANY.

Kansas. Chas. L. Schwartz, Vice-President.

#### MORE THAN "SPOOF" IN PREDICTIONS

It is considered quite obvious that one who has made any attempt to survey the situation as regards the supply of merchants in the hardware business has arrived at but one conclusion, namely, the placing of boni fide order where it is not made prohibitive by unreasonable prices, and if with any reasonable amount of assurance that deliveries can be made and get the goods into stock as quickly as possible.

The agricultural condition, which after all is the predominant industry in this immediate territory, is in excellent condition. It naturally follows that we are contemplating a lively business throughout the Fall and Winter We are preaching continually to our months. trade that we consider it wisdom to not only place their orders, but to permit the goods to be shipped as quickly as they can be assembled and gotten into their store houses. The Summer just passing has been the most active Summer season in our experience. This is caused by several good reasons: The present high prices on agriculture have spurred the planters to an unusual high degree of enthusiasm in making good crops.

It has been noticed that after three years the retail dealer has been awakened to the likelihood of there being something more than "spoof" in the predictions that the jobbers have been making about higher prices and shortage of merchandise.

The result has been that the Summer just passing has been converted into an active shipping season of merchandise to those merchants who realize the correctness of the presentations that have been made to them by the jobbers' salesmen.

We have not experienced for two Summers the old familiar period, which was passed through during the Summer months, formerly called "fly-time." Agriculture, as a whole, seems to be in the most flourishing condition, and promises large returns for the coming harvest season. Taking everything into consideration, we have constrained and laid our plans for a very active business season for the Fall ahead of us.

THOMAS-OGILVIE HARDWARE CO.
Louisiana. R. J. Ogilvie, President.

Gardner & Hart are successors to Price & Gardner at Olin, Iowa.

Osker Anderson has bought the stock of Grim & Mack at Vinton, Iowa.

Cory Hardware Co. has incorporated with a capital of \$10,000 at Elkhart, Iowa.

The James Hardware Store has bought the stock of A. J. Bensmiller, at Oskaloosa, Iowa.



#### BUY FOR IMMEDIATE NEEDS

We feel we are very close to the top of the market, although there very likely will be numerous other advances. But nevertheless we must be very close to the top. And therefore, it behooves every dealer to be very careful about his purchases at this time, and we would advise their buying only for their immediate needs, from their nearest possible source.

It appears to us that it is now no time for any speculation, and that the retailers should allow the jobber to carry the stock and take the risk in loss when the market starts on its downward swing, as it must before a great while.

In this section, every indication points to a very excellent trade with most of our retail merchants, therefore they should keep their stock up to fully supply the needs of their customers; take the benefit coming to those who have stock enough to handle the business,—but this stock should be purchased in small lots from their nearest possible source, and replenished often.

Washington. HOLLEY-MASON HARDWARE CO.
Roy. B. Gill, Vice-Pres. & Gen. Mgr.

#### BUY WHAT YOU CAN SELL

As to the purchasing policy for Fall and Spring, we believe we should buy what we can sell only so as to leave as much material for Government use as possible.

The dealers should at these times when prices are so high, under-buy rather than over-buy.

AMERICAN WIRE FABRICS COMPANY.
Chicago. C. K. Anderson, President.

#### LITTLE LIKELIHOOD OF LOWER PRICES

Our idea as to buying would be that the retailer anticipate his wants promptly both for fall and spring.

Most jobbers have now contracted for their spring goods and have furnished their salesmen with prices based on those contracts so there is little likelihood of lower prices as we see it.

There is no doubt but what there will be a great scarcity of material and as a result difficulty in getting sufficient goods to take care of the requirements of today so that the dealer who gets in early will to a certain extent, safeguard himself.

PAXTON & GALLAGHER CO.
Nebraska.
A. S. Williams.

The Griesel store is successor to Mitchell & Griesel at Beldon, Neb.

J. P. Krause has purchased the business of the Babson & Dickman Co. at Utica, Nebraska.

The Farmers Union will occupy its new two-story building the latter part of the month with a \$20,000 stock at Aurora, Nebraska.

# RETAIL MERCHANTS TAKING NO CHANCES

Retail merchants in the hardware line are certainly taking no chances on losing good interest on their money.

They are not purchasing their actual demands in the various lines of hardware for the first 6 months of 1918.

TOWNLEY METAL & HARDWARE CO. Missouri. G. E. Garland, Buying Dept.

#### BUY NOW

As to the policy of the trade in their purchases for fall and spring, we would suggest to buy now. It is probable that prices will continue to advance, therefore we think that it is wisdom on the part of jobbers and dealers to lay in their stocks for fall and spring.

At the present time the per capita circulation is about \$46; this is a greater amount than the world has ever known, consequently it seems to us that consumers will buy, and not quibble about prices.

E. C. ATKINS & CO., Inc.
Indiana. T. A. Carroll, Mgr. Publicity Dept.

#### ORDER FALL AND SPRING SEASON GOODS

We would strongly advise the retail hardware merchants to order their fall and spring season goods in the usual manner. If they do not they are likely to experience more or less difficulty in obtaining such goods when needed.

THE WALTER TIPS COMPANY.

A. C. Geeth, President.

#### KEEP UP STOCK, BUT DON'T SPECULATE

We do not give advice freely; but do not hesitate to express ourselves to our customers and give them our views when asked to do so, making it plain that no one knows definitely what to do to be sure they are right. Our opinion is that there should be no speculative buying, but keep up stock and supply as far as possible the demand of their customers.

MOORE-HANDLEY HARDWARE CO.

Alabama.

# PURCHASE SOON AS POSSIBLE TO PROTECT YOURSELVES

We are advising our trade to purchase as soon as possible their fall and spring requirements, in order to protect themselves at the lowest possible price and to reasonably assure themselves of delivery.

We are not advising the trade to speculate in any way on these high values. We are inclined to believe that the values are about as high as they will be, although there may be further advances as the seasons approach. We believe that legitimate requirements for the Fall and Spring seasons, can be purchased better at this time than at some future date.

KNAPP & SPENCER CO.

W. S. Knapp, President.

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#### BUY WHAT YOU NEED FOR FALL AND SPRING

We think it a good idea for merchants to purchase what goods they have reason to think can be disposed of during the coming Fall and Spring. They, however, should use some judgment as to when deliveries will be made and payments are to be met.

OKLAHOMA CITY HARDWARE CO. Oklahoma.

#### MAKING THEIR PURCHASES AS USUAL

Everyone seems to be optimistic as to the future, however we are going right ahead and making our purchases just the same as we always have, as we do not believe we are going to see lower prices for some time to come, even if peace is declared.

Regardless of high prices, we find business good and no trouble to sell goods, our chief concern is our inability to get all we want of certain commodities.

GEO. RUSSELL COMPANY. E. R. Newman, Vice-Pres. & Secretary. Nevada.

#### PURCHASE REQUIREMENTS FAR AS POSSIBLE

Our advice to our trade up to this time has been to buy their reasonable requirements of both fall and spring goods, and even yet we believe this policy would be good to follow except in cases like we are confronting just at the present time. We have reference to the drought which is being experienced all over central and south Texas, which if not broken very shortly will mean a considerable calamity to this section. As stated above, however, from a standpoint of price we believe a good policy for retail merchants to follow would be to purchase their requirements as far as possible for fall and spring business.

McLENDON HARDWARE CO. J. W. Tabor, Manager of Sales. Texas.

#### NO ONE CAN MAKE MONEY ON GOODS THEY DON'T SELL

Be conservative in your purchases but not let stock get too low for actual needs. No one can make money on business they do not do.

Manufacturing costs are extremely high at the present time which makes selling prices high and cannot be avoided on account of the high cost of labor and material.

Regarding general business our views are that when the Government begins paying out some of the immense sums they are to expend in the U.S.A. that it will have a good effect on general business.

THE AMERICAN WRINGER COMPANY. J. F. Hemenway, Director.

Carl A. Jacobson, Daniel R. Jacobson and Matthew G. Evenson have incorporated the Jacobson Hardware Co. with a capital stock of \$20,000 at Crosby, N. D.

#### BUY WHERE CAN GET QUICK **DELIVERIES**

The retail hardware merchant who wishes to remain in business undoubtedly should purchase a certain quantity of merchandise. There is no doubt, however, that he should be more careful in his purchases than at ordinary times.

The first thing he should do is to see that he gets a fair price on today's market on the merchandise that he now has in stock regardless as to the price at which this merchandise was purchased.

In regard to our own state, will say that certain parts of it has suffered severally from drouth, and for this reason it is going to make it more difficult for the retail merchant to transact business than in ordinary times. This certainly is no time for retail merchants to buy in large quantities; he should purchase his supplies where he can get quick deliveries and turn his stock as often as possible.
HUEY & PHILIP HARDWARE COMPANY.

J. Paul Kelly, Vice-President.

#### OUTLOOK FOR TRADE NEVER BETTER

The outlook for trade in Southern California is very good, in fact has never been better. The Government is about to spend large amounts of money in this vicinity for the Cantonment at Linda Vista, the U.S. Naval Training Station on San Diego Bay, and the Aviation School on North Island. All of these places are near to San Diego and we expect good business conditions to result from this activity.

Construction work on the San Diego and Arizona Railway is being pushed to completion, and this will give this section a direct eastern outlet through the Imperial Valley connecting with the Southern Pacific Railway at En Centro and Yuma. It is said that the grade of this road is less than one per cent, and it is believed this completion will be of great benefit to this section.

SAN DIEGO HARDWARE CO.

#### JOBBER PROVEN HIS WORTH TO RETAILER

In the first place we know that a merchant cannot sell what he hasn't in stock, particularly in seasonable goods. That there will be a wonderful fall business, based on present crop outlook and prices, there is no question. There is always a spring business in anticipation of a crop.

We find many retail merchants placing orders for their spring goods without price. They are placing orders with their regular jobbers in whom they have confidence, who in turn are placing these orders with the manufacturers as rapidly as possible to insure merchants getting what they need when they need it.

There has been no time in the history of the hardware business when there has been such co-operation between the jobber and the re-

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tailer. We have often heard in the past about eliminating the jobber. During the past year the jobber has had an opportunity to prove his worth to the retailer, and to the country at large, and had it not been for the jobber and his stocks the country would have been in a sad plight, and prices would have advanced much more rapidly.

Michigan.

MORLEY BROTHERS. R. C. Morley, Treasurer.

#### BUY EVERY DOLLAR'S WORTH NOW YOU WILL NEED

The experience we are having in getting deliveries, leads us to believe that the retail merchants, who buy every dollar's worth of goods that they think they will need for their Fall

trade, will act very wisely.

It looks to us very much as though there will be a famine on some goods. In view of the slow delivery we are getting, we would suggest as early shipment as possible on all Fall lines. We are not sure what the condition of the Spring months will be, but at this time it does not seem there will be much relief for several years, at least until some time after the close of the war.

NASH HARDWARE COMPANY. W. R. Duffey, Sales Manger.

#### SEE THAT YOUR STOCKS ARE WELL MAINTAINED

The prudent jobbers and retailers of hardware would do well to see that stocks are well maintained because we think it will be increasingly difficult to secure prompt shipment by

the factories.

Texas.

The labor supply will be drawn upon for national defense. The government is demanding large quantities of supplies and the factories are no doubt giving preference to government work under present conditions. These two factors alone will mean an increasing shortage in goods for commercial purposes. We think, therefore, that the trade would do well to anticipate their requirements and while we hesitate to advise speculative buying, we still feel that prudence itself should move the distributor to buy freely for the anticipated demand.

THE ENTERPRISE MFG. CO. OF PA. C. W. Asbury.

#### BUY ALL YOU CAN SELL

We can only repeat the directions given our traveling salesmen, which is to advise a customer to purchase all that they possibly dispose of for their requirements up to and including not only their usual heavy trade in the Fall and Winter, but also for their Spring necessities in heavy goods.

This advice is a sound one, in that it would permit the retail merchant to obtain material which otherwise, by procrastination, he would very possibly not be able to obtain, but, in the event, of this time, a seemingly impossibility, a drop in the market, he would not lose thereby, because his competitors being in the same position, it could not possibly be any loss, whereas not altogether a selfish view, advice of this character is the best for the stimulating of trade and endeavor and moreover it holds his confidence in the retailer, a confidence always to give business.

A. BALDWIN & CO., LTD. W. M. Pitkin.

#### ADVISE WEST TEXAS MERCHANTS BUY CONSERVATIVELY

As to what would be the best policy of retail merchants in their purchases for fall and

spring trade.

We think they should be very careful and buy very conservatively, buying only staple merchandise that would sell readily, as conditions in West Texas at present are not favorable enough to justify merchants buying future requirements in large quantities. This could no doubt be looked at from a different standpoint in a territory where conditions were good. The buying of fall and spring goods would not then be a bad idea, as all merchandise will steadily advance from now on. If conditions in the surrounding country are as unfavorable as in West Texas, we think it would hardly justify to purchase very far ahead, and we would not recommend adding new line of goods. PENICK-HUGHES CO.

C. B. Billingsley.

The man who drinks whiskey certainly loves his enemy.

When a man is declared impossible, it sometimes means he can't be done.

# OHIO DEALERS "BOOST" FOR ONE OF THE "BEST MAGAZINES PUBLISHED"

I am enclosing you remittance, covering three years' subscription to the "Hardware World." If you sent previous invoice, it must have been overlooked, for I certainly want to continue my subscription.

I think the "Hardware World" is one of the very best magazines published, and I am getting

a great deal of good out of it.

I want to commend your editor for the very excellent and helpful articles and selections which you publish.

Your magazine is certainly a bargain for the money, and I don't know how you do it.

I am only too glad to boost for such a good

publication.

Mr. Hardy's article on Window Displays was certainly excellent.

We have a fine large window, which is a big, silent salesman and certainly pays.

Sincarely. H. B. McGRATH.



Bilbrough-Jones Hardware Co. of Denver, Colorado, are firm believers in the value of window dosplays. While many merchants agree with them, in theory, they put it into practice. The little time and expense that is necessary to see that their windows and store present an attractive appearance is fully justified.

They were the prime movers in the organization of the Colorado Retail Hardware Association. In fact, we believe Mr. Bilbrough served as the first president.

In the display shown the photo does not do it justice. It was designed to appeal especially to the women folks of their community, and they tell us their windows are one of the best and most economical methods of advertising they can do.

This photo, however, does not do justice to their attractive windows.

The Rhame hardware store has been sold to Shaw & Reigstad at Rhame, N. D.

Emil Thronson will conduct a branch store for Herman Oelschlager, Kramer, N. D., at Goldstone, Mont.

The Bennett Brown Hardware Company recently opened a store, doing a wholesale and retail business, at Alliance, Ohio.

L. A. Kragerud, who has conducted an implement business for many years has disposed of it to Diepolder Bros. at Willow City, N. D.

W. C. Duea has formed a partnership with J. J. Nygaard and opened a hardware store under the name of Duea & Nygaard, at Beresford, S. D.

George H. Wall has opened a store, dealing in automobile accessories, builders' hardware, kitchen housefurnishings, etc., at Healdton, Okla.

The Meyers Company, with branch stores at Cloudcroft, N. M., and El Paso, Texas, has opened a store at Weed, N. M., doing a wholesale and retail business in automobile accessories, bathroom fixtures, buggy whips, builders' hardware, cream separators, kitchen housefurnishings, etc.

The Jacobson Hardware Company has been incorporated by Carl A. Jacobson, Matthew G. Evenson and Daniel R. Jacobson, with a capital stock of \$20,000 at Crosby, N. D.

W. B. Abernathy has bought the interests of E. J. Mitchell, G. Mitchell and H. Walner in the Keys-Mitchell Hardware Co., Inc., at Wynnewood, Okla. The firm name will remain unchanged.

The Nichols Hardware Company has been incorporated to do a wholesale and retail business at Tulss, Okla. The capital stock is \$60,000 and the incorporators are C. A., W. F. and G. L. Nichols.

We regard the "Hardware World" as the best of any publication in existence of its kind.
GIBSON LUMBER CO.

Penrose, Colorado.



# Live Texas Merchants Keep in Touch With "Soldier Boys"

#### How a Live Institution Renders Service in Their Community

COMMEND us to the Kingsville Lumber Company, Kingsville, Texas, for always being on the job, not only in promoting their own business, but in rendering a distinct and valuable service to their community.

From time to time we have referred to the enterprise and progressiveness of the Kingsville Lumber Company and their managers, in not only being fully abreast of the times, but perhaps always keeping a little ahead of it in seeking ways whereby they can promote and develop the welfare and prosperity of their community, which at the same time is to their own interests as well.

Perhaps some pessimistic one may remark that this service is not disinterested, but is really to promote their own business.

Suppose it is, isn't everything we do to promote our interest, either directly or indirectly? Admit that it is, for the sake of argument, then why in the name of all that makes for better business don't other merchants follow suit?

Here is an idea that every one of our subscribers can use to advantage. The Kingsville Lumber Company generously and unselfishly offer it to all of our subscribers. It is not patented.

The Kingsville Lumber Company are one of our most valued subscribers and dealers. They have developed a large business in implement and kindred lines. They never are too busy to pass the good ideas along.

We are very glad of the opportunity of publishing the following personal letter received by our editor.

Dear Mr. Shearman:

We want to call your attention to an item that we think would be of interest to every citizen in the United States; that is, our method of keeping in touch with the boys in Uncle Sam's service enlisting from Kingsville. At the beginning of the war we commenced compiling the names and addresses of all the men enlisting in the government service. Kingsville now has approximately 20% of its population in Uncle Sam's service or enlisted waiting orders. Considering that Kingsville has an estimated population of 600, you will see that our little city has done her bit in furnishing volunteers for her country.

Seeing an opportunity to aid these boys enlisting and a good way of keeping in touch with them and keeping their addresses before the public, we originated the idea of keeping a scrap-book of the letters that we received from these boys and compiling their addresses, and making such changes as necessary daily for the public to walk in at any time and get the latest address of these boys. This scrapbook is daily growing and is getting very interesting, and all of the boys enlisting are very proud of the interest we have taken in them and claim that they have received a large number of letters as results from our efforts. In fact, today one of the boys who has been gone for six weeks, wrote us stating that as his correspondence was very light he thought he would write us and let us know something of what he was doing, and hoped to have his mail increased by so doing.

In connection with receiving these letters, we notify the parents or relatives of these boys as soon as we receive them, calling them up on the phone or sending them cards telling them their son, father or brother was well, and give them their latest address, and ask them to come in and read the letter. We have in a number of instances seen the mother of some boy in the store just a few hours later to read her son's letter which was addressed to the folks at home, care of ourselves, and placed in our scrap-book just in front of the door in the front of our store. It was not our idea to have these boys discontinue writing to their relatives, but to write to their friends through this scrap-book.

In connection with this scrap-book, we have a large blackboard on which we make mention of receiving a certain boy's letter, and ask the public to write them; and especially if some one is in the hospital, we bulletin that fact and give name and address, and through our efforts we have seen a number of letters going to them, cheering them up and hoping for speedy recovery, which is doing their bit for Uncle Sam.

We enclose clipping out of one of the San Antonio papers which was an interview of our Mr. Flato to a San Antonio reporter, and gives you an idea of how we feel and have featured our work. We believe such a scrap-book can be, and should be, in every town, and we of course think that the hardware man can lead by featuring the idea. Our newspaper has given us a great deal of publicity for the originating of this idea and is always glad to publish an interesting letter from one of the Kingsville volunteers, and just today they requested a letter to be used in this week's paper. We, too, have insisted on every person that we have talked to about this book to write to the boys serving our country, and only recently, at a Commercial Club luncheon, the writer was assigned the subject of the importance of writing to these boys.

If you can make use of any of our suggestions in this letter you are at liberty to do so, as we are very much interested in knowing that through our efforts the Kingsville boys are receiving a large number of letters from the Kingsville public, and feel that every one of the boys when they have returned home after serving our country will not forget their friends when they want to make their purchases, though our idea was not intended to promote this, but with a pure intention of cheering the Kingsville boys in the service of their country.

With our best wishes, we are,
Yours very truly,
THE KINGSVILLE LUMBER COMPANY,
Per W. A. Clampitt.

#### Unique Plan of Community Correspondence With the Boys in Khaki.

"Kingsville and Kleberg County are proud of their volunteers now in the service, and her representatives in the army are highly pleased with the way the 'home folks' remember them," said Charles H. Flato.

"One of my clerks conceived the idea of keeping up a regular correspondence with the bunch and thus be in constant touch with them. The original enlistment of volunteers from Kleberg was eighty-six men, before the draft had been decided upon. Now there are more than ninety wearing the khaki.

"In front of my store is a large blackboard on which is posted the name and address of every one of them, and we will have them closely followed should any changes occur. Every day some of our people write to a number of them, so that their mail is quite heavy. They report that their companions in arms are quite envious of them because there is always plenty of mail for the Kingsville boys.

"Some of these boys have written to people in our town, getting their addresses from home boys, that they only wish their townsfolk were as considerate, and expressing the wish

that they dated from Kleberg County.

"Inside the store we have a scrapbook in which we daily file the letters received from the boys in camp. You can rest assured there is always somebody reading what they address to 'Dear Folks at Home.' Sometimes one of the visitors will read aloud to the listening crowd that gathers.

"Why wouldn't this be a good idea to put in general practice? It works mighty well with us. It lessens the letter writing on the boys in training, and yet they all hear from home, and we know something about what they are all doing at very frequent intervals."

Walker & Wilson have succeeded the Kemp Implement Co. at Maquoketa, Iowa.

The Wapanucka Hardware Co. has been sold to E. M. Balew at Wapanucka, Okla.

Springer & Kinzel have been succeeded by H. V. Hitchcock & Co. at Cleghorn, Iowa.

A. F. Haas & Co. have bought the business of George Dougan at Lamberton, Minn.

The Chamberlin-Wallace Co. has increased its capital from \$25,000 to \$72,000 at Enderlin, N. D.

E. W. Jewell has bought out the interest of his partner in the firm of Philpot & Jewell at Dike, Iowa.

The Wulff-Hughes Hardware & Implement Co. has succeeded the Weiser Hardware Co. at Weiser, Idaho.

The Barthel & Heisler Hardware Co. has been incorporated by William Berthel, T. P. Heisler and P. W. Barthel to handle hardware and implements at Forsythe, Mont.

# LAMPS









#### RIGHT PRICES—QUICK DELIVERIES

Write for Our Liberal Discounts

Pacific Coast Distributors
U. S. INCANDESCENT LAMPS

WESTERN AGENCIES CO.

285 Minna Street, San Francisco, Cal.

READ BY EVERY DEALER AND SALESMAN
The "Hardware World" is a first-class magazine, and should be in the hands of every hard-

ware dealer and every one of his clerks.

Washington. GEORGE B. WEBER.

Retail Selling Prices in This Issue Are Revised Up to the Time of Going to Press.

# A NATIONAL CAMPAIGN TO HELP HARDWARE DEALERS SELL

# Kwik-lite

THE QUALITY FLASHLIGHT

Including national advertising in the Saturday Evening Post, Literary Digest, Colliers, American Magazine, Cosmopolitan, Popular Mechanics and other National papers, effective window displays, booklets, sales helps and the big local contest feature.

> Every hardware dealer in America should send for his copy of our publication, "The Big Book," describing the national advertising Campaign and dealer helps on the Flashlight of supreme quality.

> > No Flashlight offers you the possibilities for talking quality that you will find in KWIK-LITE.
> >
> > Send for full information and "The Big Book" today

# THE USONA

TOLEDO, OHIO.



MFG. CO.INC.

WELLS FARGO BLDG. SAN FRANCISCO, CAL.

# PRIZE WINNING WINDOW

This window was awarded a \$25 cash prize in a recent "Buy a Home Campaign" conducted at Memphis, Tenn.

W. R. Kendall of Stewart Brothers Hardware Co. tells us there were about a hundred entries, including dry goods, clothing, furniture, music, flowers and plumbing shops, in fact every line of merchandising was represented, and the fact that were they awarded this cash prize shows what hardware merchants can do if they try.

Scott Carpenter, who dresses their windows, really had no previous experience, but is a keen observer and misses no opportunity to examine the good

features of every display, regardless of the line of goods that he may see, and profit thereby.

They regret they are to lose him soon, but he has enlisted in the Second Tennessee Volunteers, and they know he will make as good a soldier as he did a window dresser.

Everything in this display was made to a scale so as to be completely balanced, the grass, hedge and flowers were natural, and were brought from their homes. The window was backed by a well ordered display of garden, lawn, flower tools, such as hose, garden-barrow, lawn mower, and about every known hand tool for such use, and was further supported by an elaborate display of Russwin hardware, for which they are the agents, and which they state they have been most successful in placing in a great many of



the buildings, hotels, city halls, Masonic Temple and residences.

They likewise add that one good feature about the expense of dressing these two windows was that it was less than \$15, and from the favorable comments they heard they knew this was the best investment that could be made.

Mr. Kendall adds that as one's stores are judged by their windows, and it is to every merchant's interest to keep them as bright and attractive as possible and to change them with seasonable goods as do the department stores. His comment on the "Hardware World" is as follows:

We have just finished reading the last issue of the "Hardware World" and want to tell you it is about the best journal for the average store one could read. The approximate price list is badly needed, and we have gone over it very carefully. Please see that the "Hardware World" comes to us regularly, for it is a most welcome visitor.



Next winter and spring will be the biggest incubator season this country has ever known.

The high price of meat is forcing thousands of families to raise chickens, who never did so before, and stimulating a tremendously increased production on the part of those already in the business.

# Get the Incubator Business With the Queen

The Queen is the ideal machine for the Retailer, because it is well known, sells readily and gives universal satisfaction to the user.

#### SOLD 90-EVERYONE HAPPY

F. Houser & Son, Lena, Ill., write: "We have placed about 90 Queens in our vicinity, backed by our personal guarantee that the machine will work properly and will give perfect satisfaction to the user. We find every Queen user is a booster."

Schedule your order early if you want to be sure of getting it in time. Next winter the problem of most manufacturers will be to get ma-

terial to make goods, instead of to sell them.

We are in position to take care of all business placed this fall, shipping whenever you wish. If our representative has not yet called upon you, drop us a card.



Don't Let Your Customers

lose chicks with cheap machines. A Queen costs but little more and the extra chicks that live and grow soon pay the difference.

# Queen Incubator Co.

1085 North 14th Street Lincoln, Neb.

# A Prophecy Fulfilled

### Ancestry of Prussian Kaiser Similar to That Which Produced Frederick the Great—Article Written 29 Years Ago Prophetic of Present Events

(In the light of developments of the past three years the following article, published in the New York Times in April, 1888, entitles its author, Harold Frederick, to claim for himself the gift of prophecy. The headlines used over the article in the Times were as follows: "'Prussis's Crown Prince. The Dark Figure That Frowns in the Face of Europe. A Man Who Suggests the Sleuth-Hound, With Muscles of Steel and the Taste for Blood.")

#### By Harold Frederick.

Picture to yourself a young man in his 30th year, 6 feet in height, straight as an ash sapling, with finely formed, slender limbs, narrow hips, swelling chest, and square, broad shoulders, with a smallish head on a long, full-throated neck, held proudly upright, and an oval face, with an aquiline effect of profile, clearcut, strong chin, bended nose, prominent though not high cheek-bones, and good open forehead—all as regular in ensemble as a Greek triumphal arch—with clear, sharp, cold, gray-blue eyes, light-brown hair close-cut behind, but longer on the crown, and rising from the temples to form a sort of ridge from the parting across the brow, and a yellowish mustache loosely curled up at the ends, and you have such a portrait as words can paint of William, Crown Prince of Prussia and coming German Emperor.

All Europe, with its thousand sons of royal houses, does not present another such regal figure. The Kaiser who is dead and the Kaiser who is dying have by their photographs familiarized all the civilized world with two striking and splendid physical ideas of a soldier who looked every inch a king. But each gained much by the effects of beard, of lines of care in the face, and of imposing corporeal bulk. They were impressive in the sense of a noble old mastiff or of a huge, honest, shaggy, deep-chested boar-hound. This young man suggests instead the notion of a perfectly bred sleuth-hound, under whose smooth, delicately-soft coat lie the muscles of steel, and in whose mouth—sinister legacy of nature—is the inherent taste of human blood. Not that his face is sullen or savage in its expression. Its habitual cast in repose is calm, self-possessed, somewhat meditative, without wrinkles either on the brow or at the ends of the mouth.

The eyes, too, are grave, intent, without being severe. And I saw this face light up the other night when William, after bidding the English Princess goodbye at the station, turned and walked down the space cleared through the cheering crowds to his carriage with a sweet and winning smile. Nothing could have been more gracious or kindly than his blonde countenance as William glanced along the rows of faces as he walked and lifted his finger to his cap in easy, pleased recognition of the cheers.

#### Character Held Wantonly Cruel.

One shudders as one pats the mild, contemplative head of the bloodhound solely because of the stories that have been told of the terrible ferocity which lurks under this sleek and gentle exterior. In the same way you look into the face of this young heir of the Hohenzollerns and remember with wondering reservations the malignant tales which have been told of his inner nature by those who knew it best. Apparently all the women—at least all the English women—who have had to do with the bringing up of Prince William hold him in horror and detestation.

I have had numerous proofs of this, although I have never been able to fasten upon any specific reasons for it. Their dislike for him is based on a general conception of his character. This view is that he is utterly cold, entirely selfish, wantonly cruel, a young man without conscience or compassion, or any seftening virtues whatever. That he has great abilities, they all admit; but they stop there. Heart he has none, upon their reckoning. And I am bound to say that if you look into his face with this preconceived notion of the young man's character you can find plenty of signs which seem to substantiate it.

Of course the root of this profound antagonism to him to be found among the little group of English and Anglo-German ladies in the court circles here in Berlin is his unfilial attitude towards his mother. He has apparently never liked her—at least since he has attained manhood.

The inner reasons for this estrangement it is naturally impossible to discover or determine. The outer causes—or are they effects?—are more obvious. William is very deeply and thoroughly Prussian. He is a living, breathing embodiment of all the qualities and lack of qualities which, through precisely two centuries, have brought the little mark of Brandenburg up from a puny fief, with a poor, scattered population of a million and a half, to the state of a great kingdom ruling nearly fifty millions of people and giving the law to all Europe.

He is saturated with all the instincts and ideas which have raised this parvenue Prussia to its present eminence, and his character is the crown and flower of these two centuries of might and ruthlessness and spoliation exalted into a creed. On the other hand, his mother is the best royal product of a totally and fundamentally different civilization. Victoria Adelaide is unquestionably the broadest, most liberal and most lovable of all the Guelphs who have been born since Elector George first landed in England.

#### Hatred Felt for England.

When I say that she is the only one of her family who at present sympathizes wholly with Mr. Gladstone I have most simply and fully indicated her disposition and bent of mind. Obviously she can have but little in common with a son who would handle Gladstone offhand, and who avowedly hates England as the country whence has come all the constitutional nonsense which nowadays limits and hampers kingship.

Out of this wide political difference between mother and son has grown a personal estrangement which everybody in Berlin knows more or less about and which no doubt strongly colors the opinions of the English circle here which have been quoted. This feud is not rendered the less bitter by the fact that the new Kaiser sides with his wife rather than with son and heir. Prince William habitually speaks of his mother to his associates and familiars as "the English woman." He ostentatiously addresses her in German, although he knows English perfectly, and she has always made a point of having her children speak English in the family circle.

An old acquaintance of mine who was at San Remo a fortnight ago told me something which he saw with his own eyes. It was Sunday morning, and the imperial family were starting from the front door of the little English Villa Zirio to go to the chapel on the esplanade to attend Anglican service. Prince William and his mother came out of the door together ahead of the others. As they stepped outside she made a movement as if to take his arm. He drew away, said something to her in a low tone of voice and walked down the broad graveled path alone in front of her and the rest

and walked down the broad graveled path alone in front of her and the rest.

It transpired later in the day that what he said to her was in substance this: "I am here as the personal representative of my grandfather, the German Kaiser. That being the case, it is fitting that I should take precedence. There is nobody who could properly walk before me except my grandmother, the Kaiserin Augusta."



#### Will Overrun Europe, Prophecy.

But, This anecdote does not reveal a nice boy. after all, when a young man stands upon the thresh-old of an imperial career, and we all know that it is a mere matter of months before he will be the auto-cratic master of 2,000,000 armed men, it isn't of so much importance whether he is nice or not. The real question is, What will he do?

The most common answer is that he will overrun Europe. One of the really great essays of the decade, Taine's recent study of Napoleon, has its basis in the idea that the Corsican marvel was a freak of heredity —a strange posthumous brother of the medieval mer-cenary soldiers of Italy. It seems very probable that some future Taine, a century hence, perhaps, will write to show that William II of Prussia and the Ger-

man empire was a mysterious belated survival of the ante-medieval Goths and Vandals—an Attila born a thousand and more years after his time.

The young man is practically all German in blood.

It is true that his mother is called English, but as a matter of fact one has to go back among her ancestors to Shakespeare's time to find a strain of anything but Teutonic blood in the Guelphs.

It is true also that his great-grandmother was a daughter of the Czar Paul. But it happens that the Romanoffs have scarcely a trace of Tartar blood in their veins, so steadily have all their males for 10 conventions married Garman wives generations married German wives.

William of True Hohenzollern Type.
Prince William is, in truth, as purely North German by heredity, as wholly a product of Wend and Saxon and Goth and Boruissian intermixture as can be found. One may call him, indeed, a culmination of the Hohenzollern type of soldier statesman, reached curiously enough by the same crossing of blood which produced Frederick the Great. The mother of that wonderful warrior was also a Guelph—Sophie Dorothea—a sister of George I.

It is passing strange that when a century and a half later a Hohenzollern Crown Prince next again takes a wife from the Brunswick house the eldest son should again be marked by nature for a world-fighter.

Why this result should follow is not clear.

Whatever else the Guelphs may be, they distinctly are not a military family. With the doubtful exceptions of the Dukes of York and Cumberland, the race has never produced a soldier who could do more than avoid tripping over his sabre and falling off the saddle at a trot. Yet when a Sophie Dorothea or a Victoria Adelaide is wedded by a Frederick William of Hohenzollern, lo, and behold; the issue is a born captain of men.

Bismarck Desirous of Peace.

But even a second Frederick or Napoleon cannot stand Europe on its head, it may be urged, unless he has a great, compact and unanimous mass of people at his back who are willing to place their fortunes, their peace and their lives unreservedly in his hand, and Prince Bismarck has insisted all along upon nothing more tenaciously than that the German nation wants peace. This is all true enough. Bismarck is a patriot in the truest European sense of the word. He does want peace. His dearest wish is to live to see the empire which he so greatly helped to form grow homogenous and self-sustaining, expand its manufactures and its commerce, develop resources at home and markets abroad and be able comfortably to bear the vast burden imposed upon it by the necessity of being hourly ready to defend its existence.

Ever since 1871—since its foundation, in fact—the German Empire has made all sorts of sacrifices, some of them difficult and repugnant, in the interest of peace. Bismarck has gone on adding to the German army year after year, until today it numbers more than twice the armed host represented here in the his-toric victorious review of 1871, yet he has never been insincere in his declarations that this increase of military force was made solely as an end to peace.

Not only was he sincere, but he was right. Under

the Kaiser who was buried last week the German army was in its magnitude a guarantee of peace, and it is no less so today under the noble, broad and enlightened Kaiser who is so painfully and manfully striving to do his duty to the German nation and the world from within his sick chamber at Charlotten-

Military Spirit Fills City.

But nobody with eyes in his head could have passed the week just ended in Berlin without recognizing that if a firebrand comes to the throne the materials are close-crowded upon him for a terrible conflagration. Although the great bulk of the military visitors who thronged to the funeral have gone home again or back to their posts, I still have the sensation of being a lonesome civilian in the center of a gigantic armed camp.

Even now, when I go downstairs in this hotel to eat my dinner, one-half the men at the tables are offi-cers in uniform. The elevator boy touches his cap to me with a military salute. The waiters when they receive my order turn on their heels like fusiliers under The military spirit perthe eye of a drill sergeant.

vades everything and everybody.

The stranger in Berlin insensibly finds himself memorizing the significance of the various colors in collars, epaulet straps and cap bands, instead of the species of trees, the different kinds of beer or the good restaurants, as he would in London, Vienna or Paris. The soldier in Berlin is as familiar and commonplace. and ubiquitous a fact as the negro in Charleston. The officer is as plentiful and as easily masterful in his assumption of proprietorship over all things as the politician in front of the Delavan House in Albany during the legislative season.

#### Army Ready for Fighting Kaiser.

What this means is that the army here in Germany will utterly swamp what organized pacific instincts there are in the empire the moment a young fighting Kaiser draws his sword and cries out. "Who will follow me?" The fact of the existence of Bismarck's colossal army will magnify itself in the popular mind, the spirit in which he built up, the peaceful intent, the patriotic aim, will all vanish like steam on a lamp

The iron chancellor has done marvels toward creating a manufacturing, trading, money-making Germany, with new great vested interests in peace and a new large business class whose concern is to promote commerce and preserve quiet. But to do this he has side by side to create a much more numerous and important class whose profession it is to fight and whose entire material concern it is to promote warfare and to open a swift current of promotion and honor.

This second class—this military class—is all-powerful in all the upper middle and higher grades of so-Little of provocation, of the popular appeals to national feeling, would make it master of nine-tenths of the German people. Kaiser William II, in the glamour of his youthful distinction of face and figure, of his deep Teutonic prejudices, of his all-controlling belief in himself and his race and his destiny, could hurl a practically united Germany east, west or south a month after he had ascended the Hohenzollern throne. The whole German nation from Basle to Konigsberg would rise to his enthusiastic support. Every young man from Thorn to Coblenz would burn to ride with him for conquest and glory.

This is not a pleasant or humane conclusion, but it is not a pleasant or humane to the property of the content of the leasant or humane.

This is not a pleasant or humane concussion, out it is a necessary one. The lesson taught by Prussia's success, by the rise of the Hohenzollern dynasty, is an object lesson in blood and iron which has not been lost on any German mind. Every youth, from the humblest field laborer in Thuringia to the Crown Prince who waits upon the doorsill of imperial power, the beautiful and in the constitution of his being at the beautiful to the beautiful the sum of the beautiful the second in the seco has that lesson ingrained in every fiber of his being. That is why this young heir to the German imperial dignity has seemed to me better worth studying than

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anything else in Berlin.



This is the season of the year when aluminum goods appeal especially to the housewife, and enterpris-

ing merchants are quick to realize such a sales opportunity.

To handle a good brand of aluminum ware—one that you can recommend to your customers, one that you know the manufacturers will stand back of, is a good asset for any merchant.

We are indebted to the Aluminum Cooking Utensil Co. for this attractive display made by Nathan-Dohrmann Co., one of the largest distributors of nousehold furnishing goods in the country, and who have had most excellent success with the Wear-Ever.



# **BRIER HILL STEEL CO.**



OF CALIFORNIA

# STEEL SHEETS

ALL KINDS

# Stock or Mill Shipments

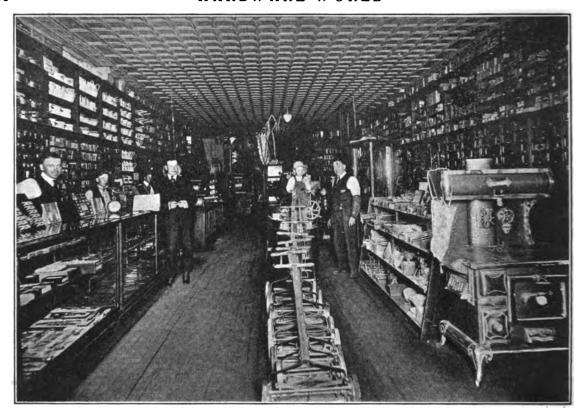
Mills at Youngstown Ohio

WRITE FOR PRICES WE WILL DO THE REST

Mills at Niles Ohio

Large Stock in San Francisco

RO. 365 MONADNOCK BUILDING, SAN FRANCISCO



#### ATTRACTIVE IDAHO STORE

Idaho has many enterprising merchants, typical of whom are Manning & Sorgatz Hardware Co., Pocatello, Idaho, photo of whose store is shown herewith.

The arrangement of the stock, the inviting appearance, the business-like air that is prevalent, stamps Manning & Sorgatz as enterprising and progressive retail merchants.

They have only been in business a little over a year, having purchased the stock and business of the White Hardware Co., and as they say by "hard work and hard knocks" have kept the ball rolling in pretty good shape.

They are thoroughly practical men, and there are no merchants who have paid closer attention to the wants of their customers, or who will go to greater length to render service to their patrons than Manning & Sorgatz.

Pocatello is an important railway division and is the center of an excellent distributing trade. As a matter of fact jobbers in various lines have branch houses here, recognizing Pocatello as being one of the coming cities.

Manning & Sorgatz can be depended upon to keep even with the pace and development of their attractive city.

The Archer-Coffey Hardware Co. has been incorporated as successor to the Burnett-Archer Hardware Co. at Houston, Texas.

W. L. Blair, formerly of the Haney Hardware Co., who recently pened a store at North Yakima, Wash., and is handling sporting goods and auto accessories, reports the trade outlook very excellent.

#### WEBSTER—A LA COCKNEY

Two English costermongers were pushing their carts along, when one of them picked up a torn sheet of newspaper. As he stopped and scanned the page the other fellow called out impatiently:

"Aw, come on! Wot ye tryin' to do! Ye

cawn't read the pyper."

"I can so read the pyper! If ye don't believe me I'll show ye." And he read off a few simple words.

The skeptic pointed to a word and demanded: "Now, wot's thot word—can ye tell

me!

"An' I can so," replied the reader; "that's

'category'.''

"Category, is it?" sniffed the other; "an' 'ow do ye tell wot such a long word may mean?

His friend puffed with importance.

"Well, I'll tell ye. Ye takes hit hapart, an' ye finds the meanin' hof heach part an'

then ye puts hit togethey hagain."

With a dirty index finger he pointed out the syllables of the word. "Now, 'cat.' Ye knows wot a cat his?" The open-mouthed listener nodded.

"Well, then, next comes 'e.' Now that won't be no she cat; hit's a 'e cat—see?" An-

other nod was the reply.

"Well, next his g-o-r-y. That spells gory; thot means bloody. So there ye 'ave hit-hit's a bloody tom cat, ye fool."-Country Gentleman.

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#### A NATIONAL PRAYER

By W. T. H. Salter of Trimont Manufacturing Co.

Our country, God, we offer Thee, And plead her cause on bended knee; Her might we know lies in Thy will Whose voice the mighty waters still; In meek humility we pray God bless America today.

God bless her flag arrayed on high, Its silken folds against the sky; Her homes, her institutions dear, From gun-crowned fort to House of Prayer; Lord, hear her children when they say God bless America today.

Look down from Heaven in Thy love And shower Thy blessings from above On snow-capped heights, and sunny vales, Her wave-washed strands, and flowery dales; Throughout her land shed Freedom's ray, God bless America touay.

May she be just, at home, abroad, And merciful as Thee, O God, Grant that Thy word shall be her guide, Let wisdom in her midst abide, That all the world may with us say God bless America today.

Can fondest hearts do more than bleed?
Can lives yield more than noble deed?

· Love, more than sacrifice present?
Or souls give but their good intent?
We lay these at Thy feet, and pray
God bless America today.

C. R. Fleming will move his stock to a larger building at Harrisonville, Mo.

George Watterson Hardware Co., Bishop, Cal., expect to occupy the new Eastman Block soon. The equipment for the new store rooms has arrived and is being installed.

The Osvald Hardware Co., Modesto, Cal., have been awarded the contract for the hardware fixtures in the new Washington Grammar School, and the Kelly Hardware Co. has been awarded the contract for the school supplies of the Modesto school system.

#### IN MEMORIAM

"My word, Jacob," said Steinberg, "that is a beautiful diamond you have in your pin. How much did it cost?"

"I paid \$1000," replied Jacob.

"One thousand dollars! Good gracious!" exclaimed Steinberg. "Vy, I did not know you ver yorth so much money."

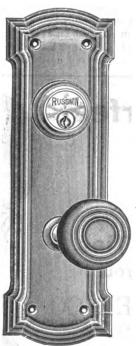
ver vorth so much money."

"Vell, you see," explained Jacob, "ven der old man died he left \$1000 for a stone to be erected to his memory, and dis is der stone."



# RUSSWIN

# Locks and Builders' Hardware



We are now carrying in stock a complete line of RUSSWIN Locks and Trim in both Bronze and Steel Designs, put up in neat boxes with factory labels and numbers.

Our stock is complete and ready for delivery.

Place your order now.

Dunham, Carrigan & Hayden Company

SAN FRANCISCO

**CALIFORNIA** 

# EGGS and POULTRY are HIGH PRICED



Why not offer your people the kind of incubator and brooder they want? Most people are acquainted with the Old Trusty incubator and brooder. They are used in every poultry locality and are the most advertised incubator and brooder manufactured. Let us send you prices, terms, etc. Catalog free on request. An early start means bigger success. Poultry raising customers, who use Old Trusty, run fewer accounts and pay oftener. Sell two or three Old Trustys to one or none of other kinds.

#### M. M. JOHNSON CO.

#### Clay Center, Nebraska

#### LOS ANGELES DEALERS' LIVE ASSOCIA-TION

Recently the Los Angeles Retail Hardware Dealers' Association was organized, and now has a membership of forty-one members, among them being the most successful hardware merchants of Los Angeles, the following are officers:

Martin Dietz, Dietz Hardware Co., President; Walter Callahan, Dressler Hardware Co., Vice-President; J. Glenn Marks, Hoffman-Marks Co., Secretary and Treasurer. Executive Committee: P. L. Lord, Lord Hardware Co.; W. J. Krueger, Krueger Hardware Co.; W. J. Reed, Crescent Hardware Co.; W. H. Onions, Onions Hardware Co.; Chas. E. Gookley, Gookley Hardware Co.

It is the plan of the association to give the members data that vitally affects their interests, and to discuss problems that are peculiar to their own section and locality.

Mr. Marks says that the hardware merchants feel that in having an organization, every officer of whom is directly concerned in retailing hardware, they can offer a service that could not be obtained in any other way. The service which they will render makes membership in the association well worth while.

Dr. Ng Poon Chew, a capable and cultured Chinese, says: "In China, we witness the enterprise of your advertising manufacturers. In one of our large cities, my attention was attracted by a group of Chinese boys, who were discussing the relative merits of two boards—one advertising Carnation Milk, the other Bull Durham. One of the boys was explaining the signs to the others, so:

"'In America, they have he cows and she cows. The she cows give milk, and the he cows give tobacco'."

It will be hard to find in any interior hardware store one that is better arranged, or keeps their stock in neater shape than do the Elgin Hardware Co. of Elgin, Oregon.

"Have the goods and show them" is a principle that they believe in, and it will be noted that they pay particular attention to the stove and range trade, featuring washing machines and other lines of house furnishing goods.

They have had a good season, and expect to keep busy throughout the rest of the year.



# Who Says "There's No Profit in Paint"

By Louis L. Ott

VENTURE to say that I can dig ten to one more paint out of the cellars, basements, warehouse and back shelves of the paint dispensers than I can find displayed out where it should be. The same fellows who hide it are the very ones who "holler" about there not being any call for mixed paint, though there is always a call for lead and oil. All this time the very best brands of paint are stored out of sight, and sale after sale is lost by these same live and energetic manufacturers because their salesmen place an agency indiscreetly.

This ties the goods up for a while, and then when they want to place them with a "live. one," no one wants them because he says the other fellow had them and couldn't sell them. Then if he does take the goods the other dealers can say, "Well, it's the same paint so-andso couldn't sell and had to give up," and in this way the paint manufacturer and the new dealer have a dead load to pull. Sometimes the fellow who handicaps the paint will be a blamed old "dog in the manger." He can't sell the paint, but he will offer it at a price less than cost and make it harder for a "live one" to get the price. When I sell paint I turn a deaf ear to the "price per gallon" argument and talk price per year. I say to my competitors that I can get more for my paint per gallon than they can, and I tell my customers it's worth more, and I can prove that I am The "Paint Man" of our town.

The manufacturers of other paints will ask why my paint is worth more per gallon than theirs, which sells for the same price and is made of the same materials. I answer, "Because it will last longer." They ask, "Why can it or will it last longer?" I say start in and spell with me—S-e-r-v-i-c-e. They then get mad, perhaps, but I don't, nor does the sensible paint salesman, who says, "Come, 'Doc.,' talk United States." Then I say to them my paint record shows like my friend, Tom Lehon, up in Chicago, who makes roofing and says: "Not a kick in a thousand miles." I say, "Not a kick in 50,000 gallons."

My paint goes onto dry surface because I tell them not to paint at all unless they paint right. My competitors sell the paint and give their customers license to pour it on or put it on during a rain, or mop it on with a rag. I ask my customers if there is any scaling or chipping off of the old paint. If there is, I lend them a steel brush to rub the scales off with. The other fellow will give them a permit to come back, if they are fools enough to do so, and buy another brand from them if the first they sold peels off. I want to say that the very best paint on earth will peel off if the under coat peels off, and the retail dealer who writes and asks the manufacturer to give his customer some paint to replace what had peeled off without investigating the matter, is not entirely within his rights.

The man who buys our paint thins it with pure linseed oil put up in clean, new cans; the fellow who buys the other fellow's paint thins his with cheap oil in jugs that have sour soda fountain syrup in them or stale catsup from the hotel man, or jugs from the painter that may have coal tar in them. The inside paint may thus get thinned with gasoline or even

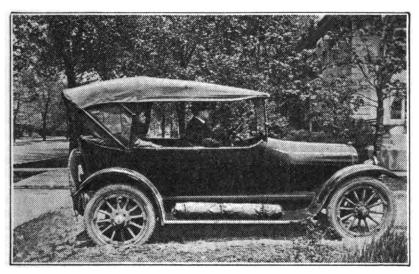
coal oil.

The man who buys paint from us paints his house so it looks like a home, and in colors that look right—a light gray trimmed in dark gray or lead color; a white or tan trimmed in brown or dark green; a salmon trimmed in white, etc. His house gets painted in a light effect if among heavy trees, a darker effect if it stands in the open. The other fellow's paints go on indiscriminately. The customer should know (according to him) what he wants, and, if not, "let him come back and buy some more." If a fellow wants to paint his house green and trim it with blue, that's his business-according to his way of thinking.



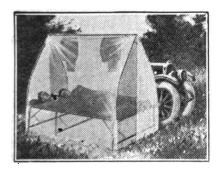
# The TENT-O-BED

TRADE MARK



Cut No. 1—Showing Tent-O-Bed Rolled Up in Dust and Water Proof Wrapper.
On Running Board.

The Tent-O-Bed is a tent and a bed complete in itself, for automobile tourists, campers, or for any purpose where it is necessary or desirable to sleep out of doors. No stakes, ropes, or poles are required; positively mosquito and insect proof; absolutely water and mildew proof.



Tent-O-Bed. Showing general construction.

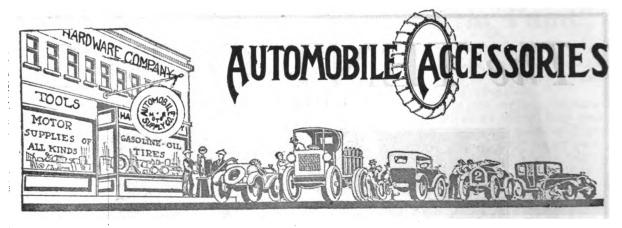
Can be erected in five minutes anywhere and needs no other support. Folds up so compactly that two may easily be placed on the running-board of any automobile; is conveniently carried in a canoe. It is self-contained in every particular and as comfortable as any bed made.

Special tension regulating device takes up any stretch of material in the bed caused from use and absolutely prevents occupants from rolling together.

Send for catalogue and full partiuclars.

# The Tritch Hardware Co.

Distributors for Rocky Mountain District
Denver, Colorado



#### YOU—AND YOUR OPPORTUNITIES By Jacob H. Newark.\*

Emerson said "An institution is the lengthened shadow of one man."

Your business, its appearance, the men under you, their method of work, their energy, their enthusiasm—all this reflects your personality, your energy, your business and your method of work.

Your organization will be just what you make it. It might be a big and strong one, or, it might be small and weak—all depending on 'the lengthened shadow of one man."

You, as the boss, are the higgest man in

your organization. Don't forget it.

Make your personality count. Put yourself in the "king row." You can do it if you awaken in time. And, your time is now.

You are the business—you are the man on whom success depends. You can make it or break it. And, you don't have to break it.

Build up your organization if it needs building up by setting a standard—by leading your men-by showing them the way.

The men under you expect you to show them the way—they are going to work to the pace set by you.

They look to you to lead them.

Your business is going to be just what you make it-no bigger-no smaller than "the lengthened shadow of one man."

You must lead—so be the proper sort of a

leader.

Some author has said that "life is a train of moods."

How true this is and what an important thing to watch: One morning you feel fineyou are in a mood for work. You have a cheerful word for everyone you come in contact with. What happens? Your cheerful, happy mood becomes contagious. It is passed on. Your salesmen catch it. They go out feeling fine. And they will fight to bring back the business.

You govern the results. The day is fair or cloudy, all depending on yourself.

Now let us draw the other picture.

You come down in the morning feeling grouchy. The first person you come in contact with notices it—and the word is passed along-"The boss has a grouch on." And the damage is done. The day is spoiled. The business day goes for naught.

It is easy enough to explain this. Your employees look to you as a leader. They expect you to set the standard. The average man will work hard for you, if properly en-

couraged.

And so, train your thoughts. Train your mind. Try to be the same each day-and-

help your men.

George Stallings, Manager of the Boston Braves, won a World's Baseball Championship by proper mental methods, proper encouragement, and making his men believe in themselves and in their ability to accomplish certain things.

He kept his men on the jump. He was the father of his team.

He encouraged them by proper leadership. He urged them on. He told them that they could do that—or they could do this—and they surprised the world, by doing the things no one thought them capable of doing.

Have your men go out each morning with the determination that they are going to win.

Have them go out thinking success-that they are going to make the right impressionthat they are going to be given the proper hearing.

Your men must be in the proper frame of mind. They must be optimistic. Have them thinking success—couple this with a complete knowledge and understanding of what they are selling and victory is theirs.

Don't give up easily.

Fight for business because it belongs to

Fight for your rights because you are right. Bring every possible angle to bear on each prospect. Fight morning, noon and night. Fight until you win.

<sup>\*</sup>Author Automobile Business, published by Automobile Pub. Co.





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#### WINDOWS ARE MAGNETS TO DRAW TRADE

Successful merchants pay high rents to be on prominent streets, in good locations, so as to have the advantage of large window space in advertising their goods. If it is important that big merchants do this, how much more important is it that the little dealer should pay fully as much, if not more attention, to utilizing to the best advantage what window space he has.

#### FIRST STOCK OF AUTOMOBILE ACCESSO-RIES

Lists of automobile accessories have been cataloged by many wholesale firms as a suggestion to retail merchants how to lay in a first stock.

This is important to do right, because if a wrong line were stocked at the beginning and did not sell, the prospective merchant in motor

supplies might get discouraged.

These lists generally contain articles which every automobile owner will call for at some The advice of several owners of automobiles would be good. An average may be struck of what those men bought in the previous twelve months. This would be a good basis to start on. The hardware store always handles a certain line useful for motorists, such as wrenches, oilers, jacks, etc.

Experience has shown that well advertised goods are sellers, and that it does not pay to stock heavy on freak accessories that will

change in fashion.

Tires are always needed, yet it takes some thought to pick out the brands to be carried, and care must be taken against too large stocks that might deteriorate in quality if not handled right by the storage department.

Among the necessaries are tire chains, spark plugs, vulcanizers, repair kits for tires, washers, nuts and screws, dry batteries, flash lights, robes and rails, rugs, sponges, chamois, etc.

Wholesale houses as a rule have elaborate accessories catalogs and their motoring departments will be glad to suggest the most perfect initial stocks possible to return due profit, local conditions taken into consideration. Generally it is wise to have a line of Ford specialties as the car is in such general use. With these may be linked the supplies for tractors, now coming into wide use.

#### HER PROOF

"I've brought back those eggs you gave me this morning," said the new bride, as she began to take the articles in question from her basket. "They're duck eggs."
"Duck eggs!" sneered the grocery boss.

"You're mistaken, ma'am. I don't never sell

no duck eggs."

"But I tested them," triumphed the matrimonial novice. "I dropped them into water and they floated."

L. A. Smith has purchased the stock of J. W. Tasker, at Juniata, Nebraska.

The S. A. Schmitt Implement Co. has been incorporated with a capital stock of \$25,000 at Sidney, Neb.

The Nyssa Hardware Co., Nyssa, Oregon, report a very satisfactory season's trade, and a good outlook for the balance of the year.

The Basche-Sage Hardware Co., Baker City, Oregon, one of the largest dealers in the Northwest, suffered a loss of \$1500 by fire, all of which, however, was covered by insurance.



# Here's Profit You Never Had Before

Cash in on the Demand We Are Creating for

# **KOR-KER Puncture Cure**

It's a Time Tested Proven Success

Kor-Ker seals punctures instantly, and permanently. It ferrets out and stops alow leaks. Kor-Ker prevents under inflation—you dealers know what that means to the life of a tire. Kor-Ker is a preservative of rubber. We guarantee it will not injure tires, but on the contrary give them longer life. Motorists have tried Kor-Ker out and found it's made good under the most severe tests.

We have distributors in U. S., Canada, England, France, Russia, Norway, Sweden, Holland, Spain, Portugal, India, Egypt, S. Africa, S. America, Australia, New Zealand, Java, Philippines and Trinidad.

We are advertising KOR-KER for you in 25 leading magazines



ALCEMO MFG. CO.

101 Bridge St., Newark, N. J.

Please mail me your book
and your dealer
proposition.

There's a big, liberal profit in it for you. But first make us prove to your own satisfaction that we've got the goods. Then let us tell you what other dealers are doing with Kor-Ker. We invite the most thorough investigation.

ALCEMO MFG. COMPANY, 101 Bridge St., Newark, N. J.



THE OLD WAY
Both Man and Car are Tired



THE ROSE WAY Nobody Tired But the Car

A Back Breaking Job for a Strong Man is Child's Play

With a

# Rose Tire Pump

"It's the Patent Valve"

ON THE MARKET THREE YEARS AND NOW THE BIGGEST SELLER IN ITS LINE

#### For Sale by Most Jobbers

TO SHOW YOU we will send you a sample Rose Pump direct from the factory at the regular dealer's price, transportation charges prepaid, providing you will send us the name of your jobber.

LIST PRICE \$3.00

J. H. Haney & Co., Hastings, Neb.

Rose Tire Pumps, Rose Grease Guns, Rose Fan Belts, and All Automobile Leather Accessories



EVERY OWNER NEEDS ONE

By James H. Cumming, President Walker Ke-Les

Lock Company.

ARDLY a day passes that the daily papers do not record some grievous accident or some criminal outrage due entirely to the fact that boy or men bandits were able to unlock some man's car and go joyriding or crime-hunting in it. If the sum of these accidents and crimes for a year was totalled the figures would be appalling. Only a few days ago one of the papers printed a list showing that so far this year almost fifteen hundred cars had been stolen in the city of Chicago alone.

Of course all these cars were not stolen just to provide conveyances for joyrides or crime raids. Most of them, in fact, were stolen by professional thieves who in turn sold them to others or broke them up for junk.

The needlessness of all these cars being stolen, for whatever purpose, is so obvious that it is strange to me that it continues. The man who owns a car that cost him anywhere from \$350 to \$3,000 certainly ought to have pride of ownership enough in his car to want to save it from thieves who will probably smash it up if they do nothing worse. And it is so easy with the different locks on the market to protect it to some extent anyway.

Take the Walker Ke-Les Lock, for instance. It is a simple thing to install on a car, costs very little, and is easy to operate. A simple combination lock, but one that absolutely baffles any attempt on the part of thieves to start the car. The Walker Ke-Les Lock cuts off the magneto, self starter, battery (in fact all ignition) and gasoline and leaves the car as dead as if there was no engine in it at all. It absolutely defies any attempt to start it unless the correct combination is used. Then it is simplicity itself. And there is such a wide range

of combinations that there is no chance of anyone hitting on the right one by accident. Our lock can be set in 87,000 different combinations of three numbers each. So, it is obvious, that there is little chance of anyone stumbling on the correct one.

The people who can own automobiles are being educated up to the fact that they must lock their cars. Some, of course, still tempt fate by leaving their cars unlocked, but they will soon learn, to their sorrow, that it does not pay.

#### EQUIPMENT OF ARMY UNITS

The equipment of supplies of the various units of the United States Army and Navy have become matters of much interest to the American public.

However motor cars, trucks or motordriven fighting apparatus are used the thousands who motor are keenly interested as every day the motor car is playing a more important part in the formation and actions of the army.

The army regulations set forth in detail what constitutes the various squadrons, divisions or whatever the unit may be called. In the case of the aero squadron a definite motor car is named. This is the only place in the army regulations where a make is designated. Usually a motor car or a truck or a given number of either is named, but in the case of the car to be used by the aero squadron the regulations call for a Cadillac.

The complete makeup of the squadron will prove of interest in these military times. It is as follows: One Major commanding 17 captains and lieutenants; 1 medical officer; 4 enlisted men of the medical department; 4 master signal electricians; 21 sergeants, first-class; 17 sergeants; 35 corporals; 30 privates; 6 cooks; 1 Cadillac automobile; 23 trucks, make not specified; 24 trailers; 2 supply trucks; 12 aeroplanes; 12 machine guns; 154 rifles; 173 pistols.

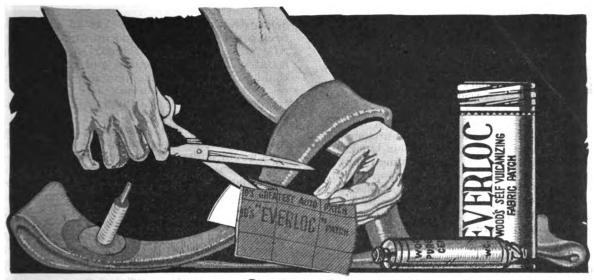
The fact that the one automobile must be a Cadillac has caused much comment in army circles. It is recognized as a tribute to the car as in no department of the service are all requirements so rigid as in the aero division.

A great many eight-cylinder Cadillacs are now being used by the army, Generals Wood and Scott both have Cadillac for their own use.

One of the most famous Cadillacs in service is that with which Major Kanghorn chased raiders across the Mexican border from Marathon, Texas. The Major joined the cavalry in chase after bandits, soon outdistanced the riders and single-handed stood up in the tonneau of his Cadillac and fought the fleeing Mexicans. This was one of the most stirring instances of the recent Mexican affair.

Eat, drink, and be merry, for tomorrow ye diet.





# WOOD'S EVERIOC TIRE PAICH Just Cut the Amount YouNeed

Without heat, tools or experience, you or any motorist, whether out on the road, or in the garage, in 5 minutes can permanently repair any puncture or blowout up to 17 inches in length with Wood's Everloc Tire Patch.

Just measure the size of your puncture or blowout and cut the exact amount of Everloc you need. Everloc makes a permanent bond from the minute it touches your tube. The longer it's there, the tighter it stays until finally it becomes part of the tube itself,

Everloc is the economical patch as well as the easily applied one, for Everloc doesn't dry up in 10 years. Because Everloc is made of l'ure Para Rubber, the older it is, the greater its sticking strength. Everloc makes tube repairs in 1-20 the time and at 1-20 the cost of ordinary vulcanizing.

#### The Original Self-Vulcanizing Tire Patch

Everloc is the original self-vulcanizing cold patch. Air pressure from within and road pressure from without, vulcanize it into a piece of the tube itself. The hotter the road, the tighter Everloc holds. Everloc is guaranteed never to leak or creep regardless of the size patch.

Everloc is the tire patch that is built on a base of genuine U. S. Khaki. This gives it its tensile strength. Over this, a layer of cured rubber is pressed, making it airproof, and forming the base for the Pure Para Rubber sticking surface of Everloc.

700,000 practical motorists depend on Everloc for quick permanent repairing of all punctures and blowouts. Try it yourself. Carry Everloc with you instead of extra inner tubes. If your dealer isn't supplied, send us his name. Write us today for a free sample strip of Everloc and test its strength and quality yourself.

In Sheets:  $6\frac{1}{2}x18\frac{1}{2}$  inches \$1.50; 4x18 inches \$1.00;  $2x16\frac{1}{2}$  inches 50c.

# W. C. WOOD COMPANY 74 Western Avenue Minneapolis, Minnesota

We make a special sheet 20 x 28 inches for garage use

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ARMY TRANSPORT EXPERT SAYS PNEU-MATIC TIRES ARE BETTER FOR MOTOR TRUCKS THAN SOLIDS

REVOLUTIONS precipitated by the war seem to be part of the spirit of the times and if all present predictions materialize, the truck tire industry must be prepared for a great change, and motor truck users will have a means of reducing maintenance cost and lengthening the life of their trucks.

The forecast of this imminent upheaval

The forecast of this imminent upheaval comes in the form of an announcement by James Newton Gunn, president of the United States Tire Company, that in a recent performance, United States 'Nobby' Tread Pneumatic Tires proved more effective than solid truck

tires.

These tires used on a Packard one and onehalf ton truck of specifications similar to military trucks, proved far more economical of gasoline and oil and gave greater gross mileage under treacherous road conditions than solid truck tires have ever done.

More amazing than this is the fact that after 4288 miles of the severest kind of army transport hazards, the truck was found to be in perfect condition. This was only possible because the pneumatic tires absorbed fully 90 per cent of the terrific road vibration, to which the truck chassis mechanism is subjected when

running on solid truck tires.

First Lieutenant J. W. O'Mahoney, a former United States motor truck transport expert, who until last March was in command of Motor Truck Company No. 35, stationed on the Mexican border, personally supervised the test. During a series of investigations into military truck transport problems, he had heard of the claims of the United States Tire Company for their newly perfected pneumatic tire for trucks. After a careful examination of the tire and its structure, he decided to put it to the hardest possible test a truck tire could possibly withstand.

As the United States Tire Company was glad of the opportunity to have their product tried out by a disinterested expert, they secured a new truck and equipped it with 36x7 'Nobby' Tread pneumatic tires. The truck was loaded with twice its normal capacity, and was started from Detroit on its journey to the Mexican border and return.

Lieutenant O'Mahoney, who drove the truck

himself, says of the trip:

"In the first place, I made up my mind that in order to give the tires the hardest kind of army transport test, which is the severest that any truck could ever be put to, I would not spare the truck even if I wrecked it. And the amazing part of the trip is that the truck came back to Detroit after covering 4288 miles of the worst roads and 'trail blazing' that I have ever known in practically as good condition as when it first left Detroit. This fact absolutely

demonstrates to my mind that if pneumatic tires could be built to stand up under the terrific strain and wear of truck service, truck maintenance cost for repairs and replacements could be cut down to a minimum with the natural reduced cost per ton mile and the life of a truck could be increased three or four hundred

per cent.

"I should say that, considering the abnormal road conditions of this journey, these pneumatic tires would under normal conditions give three to four times the mileage they gave on this cross-country trip. The average mileage for the entire 5288 miles was considerably more than seven miles per gallon of gasoline. On fairly good cross-country roads such as are apt to be found on the road from San Antonio to Sherman, Texas, and across Kentucky and Indiana the mileage was better than 10 6-10 miles per gallon.

"The average mileage for the entire trip from Detroit to Mexico and back was 33 42-100 miles per quart of oil, which proved to my mind that pneumatic tires for trucks do much to re-

duce the strain of the motor.

"I believe that these United States 'Nobby' Tread pneumatic tires will give an average of 40% more mileage per gallon of gasoline than solids; that they will reduce oil consumption from 25 to 30%; and that by taking up road shock they will lower truck depreciation by fully 50%, and thereby quadruple the life of the truck."

H. E. Trygstad has commenced business, dealing in builders' hardware, churns, fishing tackle, gasoline engines, heavy hardware, lubricating oils, etc., at Nunda, S. D.

The Adams-Childers Company has been incorporated by F. E. Adams, president; S. W. Childers, vice-president; G. E. Adams, treasurer, and R. V. Adams, secretary, at Santa Anna, Texas. The capital stock is \$50,000.

New Boston Hardware Company, which has been established for the past 10 years, has been incorporated with a capital of \$10,000 to handle a line of automobile accessories, furnaces, cutlery, etc., at New Boston, Texas. G. W. Burrows, F. A. King and P. Ruff are the incorporators.

ARE
YOU
SAVING YOUR MONEY
to invest in the
NEXT ISSUE
of the
LIBERTY LOAN



ORRHANSKAMINALD TIFT I FYTETNYN LEDT LLCG I LYDS MODELS FORM ALDS FOLKKAMIN SKOLYSJANDARU SLAD LYDFOLLYTIC



#### AND

### The Man Who Comes Back

are the greatest factors in the success of any tire dealer.

And the way to get "first-time" customers to come back—the way to make steadfast "repeat-order" friends—is to handle a tire with a national reputation for dependability.

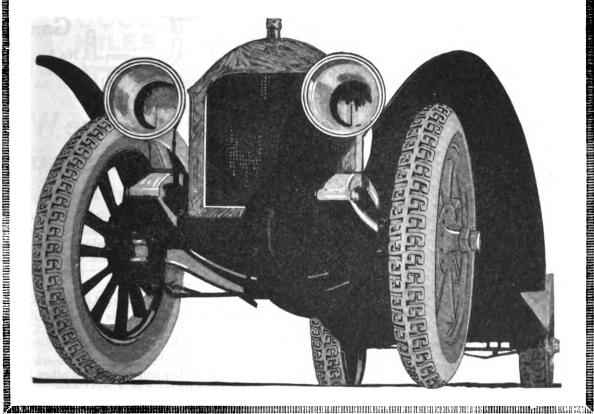
G & J Tires—the tires with a famous name behind them—are THE tires for turning "first-time" customers into regular year in and year out trade.

G & J Tires, with their famous reputation for durability and dependability, are always easy to sell. Why not order today from any of the following distributors?

Thomas-Ogilvie Hardware Co., Shreveport, La. J. W. Murchison & Co., Wilmington, N. C. Teague Hardware Co., Montgomery, Ala. Mitchell-Powers Hardware Co., Bristol, Va.-Tenn. Barker-Jennings Hardware Co., Lynchburg, Va. L. W. Gunby Co., Salisbury, Md. Shannahan & Wrightson Hardware Co., Easton, Maryland.

Charlottesville Hardware Co., Charlottesville, Va.

Chas. Leonard Hardware Co., Petersburg, Va.
Harper & McIntire Co., Ottumwa, Ia.
Miller Bros. Hardware Co., Richmond, Ind.
Townley Metal & Hardware Co., Kansas City, Mo.
Wyeth Hardware & Manufacturing Co., St.
Joseph, Mo.
Frank Colladay Hardware Co., Hutchinson, Kan.
Hackett-Gates-Hurty Co., St. Paul, Minn.
Hudson-Thurber Co., Minneapolis, Minn.



### WHY YOU SHOULD HANDLE"KWIK-LITE" THE QUALITY FLASHLIGHT



The Old Style Soldered Call.

The main reason why you should handle this product is that it is the highest quality line on the market. Our factory, having for many years made cases for all leading manufacturers of Flashlights, knows the details of this business probably better than any other company in the business.

With this experience as a guide, after many exhaustive tests and experiments, we brought out the "Kwik-Lite" line, which is entirely different from ordinary Flashlights and is in a class by it-

self. The important features of our metal tubular line are:

First—The non-corrosive battery cells with one-piece seamless shell guaranteed for 25% longer life than ordinary Flashlight battery.

Second — Non - Short - Circuiting telescopic construction permitting easy replacement and renewal of battery.

Third—Patented aluminum reflector, developed and perfected by the Board of Lighting

Engineers. More light area without increased energy demand on battery.

Another reason of equal importance to the above for your handling the Kwik-Lite line, is the fact that it is nationally advertised in leading publications. You do not have to sell "Kwik-Lite" cases and batteries. There is a steady, constant demand for this high-grade goods.

You will be pleased with the profits and will note with satisfaction the minimum amount of time necessary to handle the line. We co-operate with you in every possible help, such as printed

matter. electros for newspapers, special window trims,—and other big features. Write for details today.

USONA MANUFACTURING CO., INC. One Hudson Street, New York City. 309 S. St. Clair Street, Toledo. Ohio.

A. E. Morgan has severed his connection with the Danforth-Morgan Hardware Co. and has engaged in the plumbing business at Parker, S. D. H. M. Danforth, the remaining partner, will continue in the hardware business under the name of H. M. Danforth Hardware at Parker, S. D.

#### HIS LINE

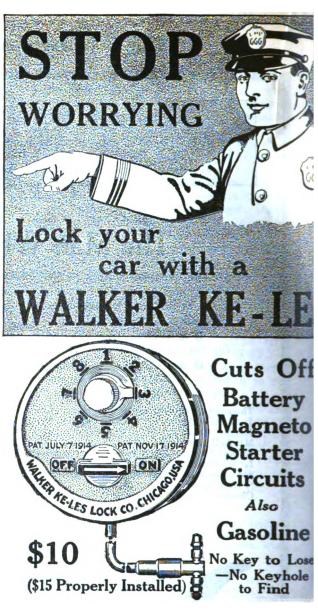
"I find lady customers very hard to please."

"I can't say that. My goods seem to give eminent satisfaction."

"What line?"
"Mirrors."



The New Kwik-Lite Cell, drawn from Solid Zine.



# Saves Gasoline Waste Reduces Insurance

#### Ask Your Dealer

Over Three Thousand Five Hundred Walker Ke-Les Auto Locks in use for three years—and not one car stolen. Unqualifiedly endorsed by leading Automobile Engineers, Master Mechanics and Electrical Engineers—condemned by all Auto Thieves.

No more gasoline waste by leakage from the carburetor when the car is standing still, and no more repair bills. Walker Locked Cars get a MUCH LOWER Theft Insurance Rate.

See your Dealer, Garage or Repair Man. If he does not happen to have Walker Locks on hand, send us his name, right now.



# CENTURY TIRES



ANNOUNCING
THE APPOINTMENT OF THE
PACIFIC HARDWARE
& STEEL COMPANY

As Exclusive Territory Distributors for

# Century Plainfield Tires

Century Plainfield Tires are made with an earnest Quality ambition. USERS want Century Over-Size, Hand Built tires because of this ambition.

DEALERS prefer to sell CENTURY Quality Tires because they have an individuality. CENTURY service is back of each and every CENTURY dealer.

CHARANTEED 7500 miles small sizes. G000 miles large sizes

TERRITORY DISTIRIBUTORS

Pacific Hardware & Steel Company

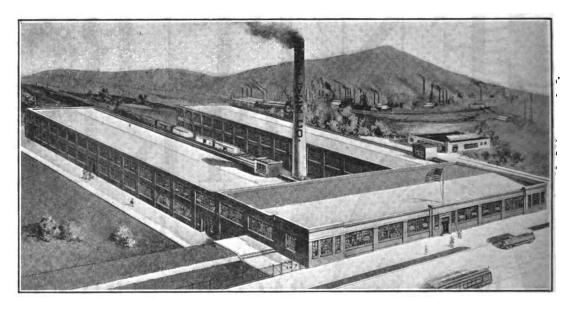
San Francisco, California

Factory and General Offices
PLAINFIELD, NEW JERSEY

Pacific Coast Branch and Warehouse



430 Golden Gate Avenue SAN FRANCISCO Digitized by



#### WHERE SPARK PLUGS ARE MADE

Bethlehem, the city of industrial wonders, the world's home of steel production, is also becoming renowned as a leading city for the production of auto-mobile accessories. The completion of another new plant for The Silvex Company—who manufacture Bethlehem Spark Plugs—will set up another milestone in the progress of what has been the most unusual growth in the history of motor accessories.

No longer ago than 1912, The Silvex Company was a thought in one man's mind. Between September

a thought in one man's mind. Between September 1st and September 1sth, The Silvex Company, now grown to be one of the leaders in its line, will move into its second plant with facilities that will quadruple its manufacturing capacity.

The new factory, located in Bethlehem, represents a million dollar investment and will give occupation to nearly 1,000 workers. The buildings are of reinforced concrete, fireproof, and exhibit the newest and most approved ideas in design and construction of factory buildings. And especially noteworthy are

In discussing the new plant, E. H. Schwab, president of The Silvex Company, said the other day: "In common with many of the makers of other motor accessories, The Silvex Company has been hampered by lack of manufacturing facilities adequate for the unusual demands made upon us, although I believe that the wonderful and gratifying popularity of Bethlehem Products has perhaps made us suffer more than other manufacturers. But whatever the reason, the sale of Bethlehem Products has increased so remarkably this year that even though we have been running our present plant at three times its estimated capacity we have been unable to fill more than a fraction of our

"Believing that certainty of deliveries is as important a side of the manufacturer's obligation to his trade as is high quality of products, we are taking steps in our new factory to obviate the difficulties of this past year, and we believe that in 1918, with our weekly capacity of over a million Bethlehem Spark Plugs, we will be able to assure deliveries."

#### WHAT IT MEANS

The Freshman class was raw and green. Says Lampshade, "What does dogma mean?" A bright guy stuck his hand right up-"It means a dog that has a pup."

#### AUTO ACCESSORIES BECOMING LARGER PART OF BUSINESS

Our business holds up remarkably well. Our sales are running just about the same as they did last year, with this difference: our cash business is very much in excess of last year and for the past July was more than double what they were a year ago.

Our Auto Accessories and Supplies are fast becoming the major part of our business, we think we can safely say; it is sixty per cent of our business at present. The present crop prospect is fine, in fact the finest we have had in ten years, and we believe our farmers and people will be in position to buy more hardware this fall than they have for four or five years and we naturally are feeling good over the outlook.

We have a good stock of all lines we handle bought at the right prices, and while we are not asking the full advance on all items, yet on the staple lines we are.

Should trade develop that is apparently in sight, we will have the best business we have ever had.

MATTHEWS HARDWARE CO. B. H. Matthews, President.

Webber & McInnis, who are dealers in threshing machinery, automobiles and trucks, have leased a building in Davenport, Washington, to which their stock will be moved. The building in which they were located was destroyed by fire a year ago, but is being rebuilt.

THIS WASN'T A HARDWARE STORE Moses-Have you heard about the fire at Jacob's place?

Isaac—Yes, the police seem to think it vos an electric light on the first floor and the insurance company think it vos an incandescent light on the ground floor.

Moses—Vell, my opinion is that it vos an

Israelite in the basement.





# AMERICAN CHAIN COMPANY'S AUTOMOBILE ACCESSORIES

Display American Auto Accessories in your windows and sales rooms and you will be displaying good sound business judgment as well.

Weed Tire Chains for pleasure cars, motor trucks and motorcycles; Weed Cross Chains, Weed Cross Chain Pliers, and Weed Chain Adjusters; Weed Chain-Jack that lifts the heaviest car with a few easy pulls on its chain; American Tire Lock Chains; American Welded Towing Chains; Dobbins Blow-Out Chains; and the Campbell Hammerlock Self-Spreading Cotter Pins.

Write for Auto Accessory Catalogue.



AMERICAN CHAIN COMPANY, Inc. BRIDGEPORT, CONN., U. S. A.



Boston Office: 107 Massachusetts Ave. Chicago Office: 529 West 12th Street San Francisco Office: 714 St. Clair Building

In Canada-DOMINION CHAIN CO., Ltd., Niagara, Falls, Ont.

Largest Chain Manufacturers in the World

Factories in

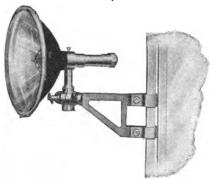
Bridgeport, Conn. Columbus, O. Braddock, Pa. Mansfield, O. York, Pa. St. Marys, O. Carlisle, Pa. Marion, Ind.

#### CONSOLIDATED SALES COMPANY, MANU-FACTURERS' AGENTS

"The Swiss Watch of Spotlights" is the way in which Consolidated Sales Company, of 35 Montgomery street, San Francisco, exclusive distributors for Kaufmann Silverbeam Spotlights, designates this beautiful accessorv.

Although a product of Santa Ana, Cailfornia, this Spotlight already enjoys a national distribution. The Silverbeam is different than any other spotlight on the market, having a unique and beautiful design, which omits the heavy outer shell or casing. Notwithstanding this, it is exceedingly staunch and durable.

Points of superiority claimed for Kaufmann Silverbeams are unusual beauty and superb finish: the exclusive use of brass, silver and nickel in the metal



parts; patented focusing device in the handle p e r m i tting adjustment of the bulb in five seconds; nickel switch cap in han-dle; absolute water and rust proof-ness; the most scrupulous, workmanship; long nickel bracket

permitting wide lateral sweep; long handles affording easy means of manipulation; curved lens; means of removing light from bracket for use as trouble lamp by turning thumb screw; impossibility of deteriora-tion, and lastly, a beam of light unequaled in intens-ity by any spotlight manufactured.

Pacific Coast Hardware Jobbers selling this Spot-

light are: Pacific Hardware & Steel Company, San Francisco; Union Hardware & Metal Company, Los Angeles; Marshall-Wells Hardware Company, Portland, Seattle and Spokane; Seattle Hardware Company, Seattle; Capital Electric Company, Salt Lake; Geo. A. Lowe Company, Ogden; Holly-Mason Hardware Company, Spokane.

Every automobile accessory jobber in the West also carries the line. It is claimed that these jobbers

are not stocking any other spotlight.

List price is \$10.00. Discounts given on applica-

#### MOTOR TRUCKS WILL CONTINUE TO INCREASE

To the casual observer the motor truck industry seems to have attained to adult proportions. But people felt the same way about the railroads fifty years ago-when the first locomotives burned wood and ran on tracks made of iron strips bolted to wooden runners. So it is reasonable to believe that the motor truck, which is an invention of yesterday (so to speak), will advance as far in its day as the railroad has.

The extensive use of trucks in practically every field of industry indicates an economic trend which all transportation students are watching closely—for this economic revolution is irresistable. And not only are trucks becoming adaptable to many new uses, but new territories are constantly being opened to their ad-

In commenting on the part that tires have played in the advance of the rubber-tired freighter, R. S. Wilson, Manager, Motor Truck Tire Dept. The Goodyear Tire & Rubber Co., declares that oftentimes a new kind of tire or a tire improvement, has actually opened up whole new transportation fields for motor trucks and vastly broadened old fields.

#### AN EFFICIENT PUNCTURE CURE

There are various puncture cures on the market, some of which perhaps work very well. but we know of one that is a time-tested and proven success, that not only seals punctures instantly and permanently, but it ferrets out and stops slow leaks. It prevents under inflation. It is a preservative of rubber.

This puncture cure is sold under a guarantee that it is all that it claims to be. It is guaranteed not to injure tires, but on the contrary

will give them longer life.

Motorists who have tried Kor-Ker Puncture Cure have found it to make good under the most severe tests.

The Alcemo Mfg. Co., 101 Bridge street, Newark, New Jersey, have established distributors in almost every country of the civilized globe, and merchants will find this an accessory that will prove a splendid trade bringer for Aside from this there is a good, big liberal profit in it for the retail merchant.

They will be glad to satisfy every merchant that it will do all that is claimed for it.

#### Free Samples to Merchants.

The Alcemo Mfg. Co. will send a free test for one tire upon request to any merchant using his letter head in making the request.

They are confident of the merits and quality of this puncture cure, and they are willing to make this offer so any merchant can try it out for himself in case he "should be from Missouri."

#### TOOLS FOR AUTOMOBILE USE MUST BE RELIABLE

Thousands of retail hardware stores handle automobile accessories, in addition to the tires and brake linings, spark plugs, head lights and tools. Men who pay large sums of money for automobiles are not the kind that will try to save pennies in buying tools. They demand tools that are in keeping with the cars—tools that can be depended upon at the trying moments. The Goodell-Pratt Company, manufacturers of "1500 Good Tools," point out that they make a first-class line of automobile tools. as well as complete sets of tools for automobiles and motorcycles. The new catalog of the Company, "Tool Book 13," recently issued, describes the entire Goodell-Pratt line, which includes, in addition, automatic and bench drills, bench grinders and lathes, bit braces, breast drills, calipers, hand drills, gauges, levels, squares, screw drivers, steel rules, vises, wrenches, and other tools for carpenters, machinists, etc. Copies of this catalog can be obtained by addressing the Goodell-Pratt Company, Greenfield, Massachusetts.





A. Baldwin & Co., Ltd., New Orleans, La. Julius J. Bantlin Co., Cincinnati, Ohio. G. W. Barnett Hdw. Co., Montgomery, Ala Beck & Corbitt Iron Co., St. Louis, Mo. Geo. F. Blake, Jr., & Co., Worcester, Mass. H. F. Brownell Co., Sioux Falls, S. D. Burhans & Black, Inc., Syracuse, N. Y. P. Burns Saddlery Co., St. Louis, Mo. Caffaratti & Co., Buenos Aires, Argentina Canton Hardware Co., Canton, Ohio. Hugh Carson Co., Ltd., Ottawa, Ontario. Central Rubber & Supply Co., Indianapolis, Ind.
Cook Iron Store Co., Rochester, N. Y. Andrew Cowan & Co., Louisville, Ky. Crowell Bros., Halifax, Nova Scotia. Doubleday-Hill Electric Co., Pittsburg, Pa. Emkie-Shugart-Hill Co., Council Bluffs, Ia. Emmons-Hawkins Hdwe. Co., Huntington, W. Va.
Fort Wayne Iron Store Co.,Ft.Wayne,Ind. J. D. Grant, Fargo, N. D. Gray & Dudley Hdw. Co., Nashville, Tenn. Hackett, Gates, Hurty Co., St. Paul, Minn. The George Hamburger Tool & Supply Co., Denver, Colo.
J. H. Haney & Co., Omaha, Neb. Harbison & Gathright, Louisville, Ky. Harpham Brothers Co., Lincoln, Nebr. John J. Harrington, Richmond, Ind. Havana Commission Co., Havana, Cuba. Hercules Co., Westfield, Mass. Hibbard, Spencer, Bartlett & Co., Chicago. Hoffman Hdwe. Co., Los Angeles, Cal. Holmes Hdwe. Co., Las Vegas, N. M. Indianapolis Saddlery Company, Indianapolis, Ind.
Inland Iron Co., Fresno, Cal. Inter-State Oil Co., La Crosse, Wis. Janney, Semple, Hill & Co., Minneapolis, Minn.
Kelley-How-Thomson Co., Duluth, Minn. King Haruware Co., Atlanta, Ga. Klostermeier Bros. Hdw. Co., Atlanta, Ga. Klostermeier Bros.

Minn.
Kelley-How-Thomson Co., Duluth, Minn.
King Haruware Co., Atlanta, Ga.
Klostermeier Bros. Hdw. Co., Atchison, Kas.
Knapp & Spencer Co., Sioux City, Iowa.
Korsmeyer Co., Lincoln, Neb.
Larson Hdwe. Co., Sioux Falls, S. D.
La Salle Light Co., Chicago, Ill.
Lee-Coit-Andreesen Hdw. Co., Omaha, Neb

Lerch Brothers, Baltimore, Md.
Rice Lewis & Son, Ltd., Toronto, Canada.
Logan-Gregg Hdwe. Co., Pittsburg, Pa.
Matador Tire & Vulcanizing Co., Chicago, Ill.
Miller-Morse Hardware Co., Winnipeg,
Manitoba, Canada.
Minnesota Autosupply Co., Winona, Minn.
Morse Hdwe. Co., Bellingham, Wash.
C. Neidhardt & Co., Rochester, N. Y.
Northwestern Electric Equipment Co., St.
Paul, Minn.
The Ohio Rubber Co., Cincinnati, Ohio.
Oskamp Auto Supply Co., Cincinnati, O.
Palace Hdwe. & Arms Co., Phoenix, Ariz.
E. Scott Payne Co., Baltimore, Md.
Peden Iron & Steel Co., Houston, Texas.
John Pritzlaff Hdwe. Co., Milwaukee, Wis.
W. E. Pruden Hardware Co., New York.
Richmond Hardware Co., Richmond, Va.
Robinson Bros. & Co., Louisville, Ky.
Robison Bros. & Co., Louisville, Ky.
Robison Heavy Hdwe. Co., St. Joseph, Mo.
Ross-Frazer Iron Co., St. Joseph, Mo.
St. Paul Electric Co., St. Paul, Minn.
J. H. & F. A. Sells Co., Columbus, Ohio.
Doherty Sheerin & Co., Indianapolis, Ind.
J. B. Sickles Saddlery Co., St. Louis, Mo.
Simmons Hardware Co., St. Louis, Mo.
Simth-Worthington Co., New York, N. Y.
Strevell-Paterson Hdwe. Co., Salt Lake
City, Utah.
Suelflohn & Seefeld, Milwaukee, Wis.
Supple-Biddle Hardware Co., Philadelphia,
Sullivan Supply Co., Saginaw, Mich.
Stuart-Howland Co., Boston, Mass.
W. H. Thorne & Co., Ltd., St. John, N.B.
Tool Specialty Co., Kansas City, Mo.
Universal Accessories Co., Indianapolis, Ind.
Van Camp Hdwe. & Iron Co., Indianapolis, Ind.
Van Camp Hdwe. & Iron Co., Indianapolis, Ind.
Wagner Hardware Co., San Francisco
and Los Angeles, Cal.
Weed & Co., Buffalo, N. Y.
Western Automobile Supply Co., Omaha, Neb.
W. & Wheeler Co., Indianapolis, Ind.
Wood. Vallance & Co., Ltd., Hamilton,
Ont., Canada.

Ont., Canada.

JOHN T. ROWNTREE, INC., COAST REPRESENTATIVE

Los Angeles

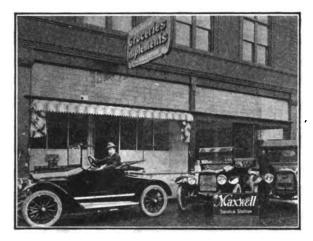
San Francisco

Seattle

Salt Lake City

Denver

Maruecon RIDENCIONIGEN



The photo herewith shows the attractive store of Johnson & Willerton, who recently engaged in business at The Dalles, Oregon. They not only handle groceries and implements, as appears on their sign, but they likewise handle automobiles and auto accessories as well. They are agents for the Saxon, Paige and Maxwell motor cars.

This is indicative of the policy of many implement and hardware dealers throughout the Northwest, who handle automobiles as well as accessories to a considerable extent.

#### HOW WASTE BECAME A STANDARD PRODUCT

A concise description of how such a crude product as Waste won its uphill fight into the camp of really standardized specialty articles is contained in the new book, "Producing the Fittest in Waste." It is a pithy but comprehensive comparison of the waste of yesterday with that of today. Many photographs are used to illustrate the intensively scientific methods employed in the refining and making of the mechanic's "handiest" helper.

To quote from the foreword:

"The annual expenditure for wiping waste is a considerable item in the budget of an industrial plant or system. So there is every reason why the man who buys or uses waste should apply to the Waste question the same keen, analytical judgment that he brings to bear upon his purchases or operation of mechanical equipment.

"To spread a wider knowledge of standardized Waste as a highly developed specialty ar-

ticle is the purpose of this book."

Readers of the "HARDWARE WORLD" may have free copies upon application to the publishers, The Royal Manufacturing Company, Rahway, N. J.

The H. Brown Hardware Co. has moved to a new location at Haywards, Cal., which gives them the facilities for carrying an increased stock. They report the business outlook most excellent. BUSINESS GOOD, DEMAND INCREASING

As to what I believe should be the policy of the trade in their purchases for Fall and In this connection would say that I belong to the conservative school, and do not think that there should be any inclination for the trade to plunge. It behooves every buyer to keep well posted in advance of market conditions from every angle. I spent a month back East recently and manufacturers of all lines seemed to be going ahead at breakneck speed, with orders piled up for their products. This applies to all lines in the auto supply trade, and especially in the manufacture of metals of all descriptions. This would indicate that buyers will have difficulty in securing early deliveries. On the whole, business is going to be good on all lines for several months ahead.

The demand is rapidly increasing on the Pacific Coast for Century Plainfield Tires, to the extent that in addition to our carload freight shipments scheduled to leave the factory each week, it is necessary to have express shipments come through to meet the demands of our trade. Our company has completed plans for a large increase in their tire department, and a new building will be finished in time to start off the 1918 production with 1,000 tires per day.
CENTURY PLAINFIELD TIRE CO.
C. W. Harris, Western Manager.

#### WORKS BOTH WAYS

Mrs. X.—"Bothered with time-wasting callers, are you? Why don't you try my plan?"

Mrs. Y.—"What is your plan?"

Mrs. X.—"Why, when the bell rings, I put on my hat and gloves before I press the button. If it proves to be some one I don't want to see, I simply say, 'So sorry, but I'm just going

Mrs. Y.—"But suppose it's some one you want to see?"

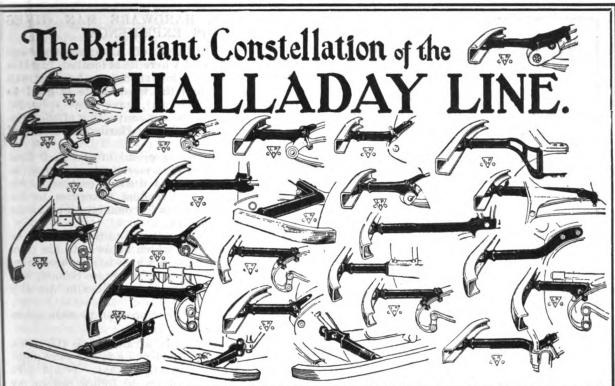
Mrs. X.—"Oh, then I say, 'So fortunate, I've just come in."

A. W. Belmont is occupying a new building at Springer, New Mexico, with a stock of paints, oils, plumbing supplies, windmills, pumps, gasoline engines, etc. They report a good outlook.



Lee Broom & Duster Company, Lincoln, Neb.





Mr. Dealer: In this galaxy of stars of the Bumper firmament you will find a bumper to fit every car on the road.

If you carry this line you can control the bumper business in your territory.

Write us or the nearest distributor today for full details of the most profitable accessory in the automobile field.

#### L. P. HALLADAY & COMPANY, Streator, Illinois

DISTRIBUTORS

Asch & Co., 16-24 W. 61st St., New York City. Gray-Heath Co., 1440 Michigan Ave, Chicago, Illinois. E. L. Thompson Co., 817 Boylston St., Boston, Mass. Sanford Brothers, Chattanooga, Tenn., Southern Distributors.

Hughson & Merton, Inc., San Francisco, Los Angeles, Portland and Seattle, Pacific Coast Distributors.

#### **Driver Agents Wanted**

Drive and demonstrate the Bush Car. Pay for it out of your commissions on sales, my agents are making money. Shipments are prompt. Bush Cars guaranteed or money back. Write at once for my 48-page catalog and all particulars. 1918 Models now ready.

Address J. H. BUSH, Pres., Dept. 908. BUSH MOTOR COMPANY, Bush Temple, Chicago, Ill.



Dec. 21, 1915

HERE'S THE CAR

# "PERFECTION" PEDAL PADS

FOR EVERY MAKE OF CAR

Clamped on in less than one minute. No bolts or drilling of holes in pedal necessary. Send for free printed matter.

AUTO PEDAL PAD CO, INC. 794-D Seventh Avenue, New York

# Motorists re is to inner to the place where

#### OIL RUINS TIRES"

Motorists realize what a great menace oil is to inner tubes and, therefore, look for the place where they can fill their tires with

#### CURTIS AIR-FREE FROM OIL

Five different sizes of compressor. 125 different combinations of outfits. In stock at most jobbers. Price is right. A result of 25 years' experience in compressor manufacturing. Send for Bulletin C-5.

Curtis Pneu. Mohy. Co. 1512 Kienlen Av., St. Louis 530-L Hudson Term., N. Y.



MAKE YOUR CAR RIDE EASIER

Knowlson's Spring Leaf Spreader Adjustable to any size auto spring—100% easier riding, and squeaking stopped. Also a good repair clamp. \$1.50, all dealers, or sent prepaid.

SPRING LEAF LUBRICATOR CO. 1008 Forest Ave. Ann Arbor, Mich.



# YOUR TRADE WANTS



The Highest Grade Coil
File Made

IT'S A TOOL

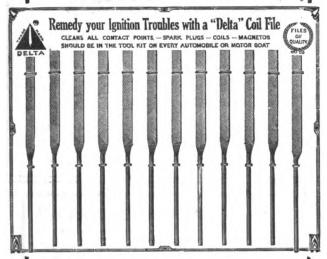


Will Please Your Customers

Needs Only to be Displayed to Make Sale

REMEDY Your IGNITION TROUBLES with D

# DELTA COIL FILE



Cleans All Contact Points, Spark Plugs, Coils, Magnetos

> Should be in the Tool Kit on Every Automobile or Motor Boat

High Grade Files for Every Purpose



**DELTA FILE WORKS** 

PHILADELPHIA, PA., U. S. A.



### SUCCESSFUL HARDWARE MAN GIVES HIS EXPERIENCE

AMP WILLIAMS of Arkansas (no one needs be told where he is located, for Hot Springs isn't big enough to hold a man of his caliber, and the whole state is glad to claim him as a citizen), gave some splendid suggestions at the recent convention of the Mississippi-Louisiana Retail Hardware Dealers' Association.

Hamp Williams is proud of the fact first that he is a hardware merchant, and that as such he is rendering a distinct service to his community, but he renders a service to his community not only in his own city, but to the farmers and planters.

His success is largely due to the fact that he recognizes the duty which he owes to his community as a citizen, in which he has been honored by being elected to the State Senate, and in serving in various civic offices in the city of Hot Springs.

Mr. Williams gave expression to some splen-

did ideas when he said:

"Don't you ever be afraid to use the newspapers, either to advertise, or to get your name before the public in other ways. I told here yesterday the lines I try to follow out in my advertising—I could give you another example. In 1915 my wife and I worked a truck garden. I sat down one night and figured out how much we had made out of that little patch of ground, which was cultivated just for our own use. The figures would have surprised you. The long and short of it was that I made up a list of the figures and gave them out to the home newspapers. They were glad to get them.

"Don't ever be afraid to go to your home newspaper. If you're coming to buy advertising, they'll be glad to see you, and if you've got a news item like the one I have mentioned, they'll be glad to see you, too, because that sort of thing is news, and that's what they want.

"But I carried that garden idea a step further. I wrote to our state university, and got a lot of printed help and advice from them. After that whenever a farmer came to the store to buy something, I would tell him about some of the things I had learned from the university, and it helped them, because they would listen to me when if one of the youngsters from the college had spoken to them they would have said, 'What do you know about it? You're only a kid, and I've been growing corn for fifty years or more. You can't teach me anything.'

"Anything whatever that I do to help the community in which I live, helps me not only indirectly as a member of that community, but directly, as a merchant, because people who are better off naturally buy more.

"If you're going to wait for the public to

come in and take away your stock at these necessarily advanced prices, you'll wait till doomsday, and no mistake," Mr. Williams declared. "You must tell your public what you have, and the newspapers are far and away the best medium for telling the greatest number.

"Take my own stores, for instance. I advertise my goods specifically; I advertise them by price, and then I advertise them by name, and then I try to follow it up by serving the community. People see my ads in the papers, and then they'll see my name in the news columns, connected with some other story. an example, whenever some crop in our region is about ready to mature, I send a canvasser of my own around the entire countryside, to look up the condition of the crop—say sorghum—and he makes his report to me. Then I figure out the probable amount and probable value of that crop, and give that to the newspapers, which are glad to get it because it is news. Now people will see my ad, and then in another column they'll see my name in connection with this crop story, or maybe in connection with a school board story, or with a story of some talk I made at a good roads meeting, and they'll put all that together and when they need hardware they'll come to one of my

"Of course, you can't sit in the back room of your store and expect a newspaper to send the customers flocking in to you. Advertising won't make a success of a drone or a miser, but it will be a gold mine for a progressive hustler."

The hardware man should look out for the interests of the farmer, and cited the fact that many thousand head of hogs die annually from cholera. He claims that farmers do not vaccinate hogs because of the lack of serum, and the cost of it when it is available. He told how his company ordered large quantities of hog cholera serum and disposed of it to the farmers at actual cost. In this way the farmers' waste in the hog end of his farm was checked; he became the friend of the hardware store, and with his extra money bought more hardware from the man who had been his friend.

The question of the mail order house and its inroads on the retail merchant was handled without gloves. No definite action was taken, but it was made clear that the hardware man must enter the mail order business for himself, and by the use of the telephone and free delivery put the things the farmer needs at his door in the least possible time.

#### SAFETY FIRST

"They say people with opposite characteristics make the happiest marriages."

"Yes; that's why I'm looking for a girl with money."

Protect your motor from the dangers of overheating by insuring perfect lubrication. This can be effected only with a high grade oil like



It not only increases the life of your motor, but gives it that velvet smooth purr and quick "pick-up."

You can buy Tiolene in steel drums and save money. More important, however, is your assurance that you are using a uniform grade of the finest motor oil.

Write for particulars to

# Tiona Oil Company

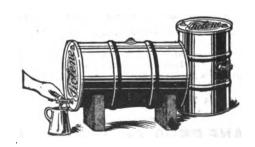
Binghamton, N. Y.

OR

#### Union Hardware & Metal Company

Los Angeles, California

Distributors for Tiolene in Southern California, Nevada and Arizona





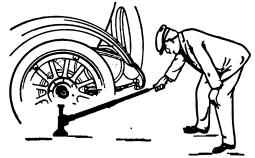
#### JUST THE SOCKET WRENCHES THAT SELL JUST THE WAY TO SELL THEM

No. 300 includes an assortment. Quantities and sizes are determined by exact demand, and the Chest is offered FREE with the assurance that Solves Your Wrench Problems. Write—Ask for Catalog No. 183-D.

### FRANK MOSSBERG CO. ATTLEBORO, MASS., U. S. A.

HASTINGS & ANDERSON CO., Chicago, Ill. EWING-LEWIS CO., San Francisco, Cal. EWING-LEWIS CO., Los Angeles, Cal. D. L. HEEMAN, Seattle, Wash. P. W. LYNN, Dallas, Texas. W. W. CRANDALL CO., Nashville, Tenn.

### LANE'S "Handle Control" AUTO JACK



#### STANDARD EQUIPMENT IN BEST CARS

Jack is placed on the handle and pushed under the car—operated entirely from the outer end of the handle—and pulled out again after using without necessity for getting under car or in contact with any dirt or grear. Handle is jointed in the middle for storing away.

4 Sizes. At All Supply Houses.

Manufacturel by

LANE BROS. Co., Poughkeepsie N.Y.

#### ON BUSINESS CERTAINTY

Seven billion dollars—seven thousand millions!—are being turned over to the government for re-circulation in all the channels of trade. Virtually the entire foreign loan of three billions—three thousand millions!—will be spent in America by our allies—for foodstuffs, clothing, munitions, transportation and general supplies and services.

The first issue of \$200,000,000 in treasury certificates was over-subscribed by 25%—and at only 3% interest. These certificates are in large denominations, and their purchase is a matter altogether apart from the resources of

what we might call a popular loan.

The banks of the United States contain more money than the sum of the moneys in the national banks of Germany, Austria, Turkey, Russia, France, Italy, Japan and England—with a lot of the smaller ones thrown in for good measure.

Two million men are being organized for the most intensive agriculture that ever has been planned in this country. The crops next harvest time—God willing—will be the most abundant the western world ever has raised.

One thousand 3,000-ton wooden ships are being built, and in addition all the steel ships that every ship yard in this country can turn out.

Before and after the declaration of war, the stock market reflected unshaken confidence on

the part of the investing public.

The most certain thing in American life today is that every one of us is going to have more to do in the coming twelve months than he ever has had mapped out for him in twice twelve months.

#### Extra Taxation.

The concensus of banking opinion is that the income tax will not exceed 5 per cent tax on an income of \$15,000 and 10 per cent on an income of \$40,000.

In the case of a man with an income of \$15,000, the extent of the tax will be \$750. The man who enjoys an income of \$40,000 will have to pay not more than \$4,000. Every Mormon in good standing gives one tenth of his income to the church year in and year out—and the prosperity of Mormon communities is well known.

The prospect of hardship for any successful men of affairs must be admitted to be very slight, indeed.

Bankers are convinced that the Congress of the United States is not going to be unfair in laying the basis for taxation—and on any fair basis, taxation will be so slight, compared with the wealth of America, that industry and investment will not be hampered.

No Commandeering of Cars.

Colonel Baker, of the Quartermaster General's Office, in direct charge of the transport needs of the Army, under Quartermaster Gen-



eral Sharpe, authorizes the National Automobile Chamber of Commerce to make the statement that there is no likelihood of any emergency that would necessitate the commandeering of cars or trucks being used by citizen owners.

Colonel Baker says that as a larger army is organized, he is confident he will be able to supply it with all the new cars and trucks necessary to its transport.

#### Patriotic Duty.

The spokesman for the nation in the matter of what constitutes general patriotic duty is the President of the United States. On April 16, 1917, President Wilson in a special address to the country said:

"It is evident to every thinking man that our industries, on the farms, in the ship yards, in the mines, in the factories, must be made more prolific and more efficient than ever."

Four days later, Howard E. Coffin, chairman of the Council of National Defense, said in an interview with the Associated Press representative:

"We need prosperity in war time even more than in peace. Business depressions are always bad, but doubly so when we have a fight on our hands. The true method of achieving victory is to carry on the operations of the war with the minimum of disturbance of our domestic affairs."

John Wanamaker, the merchant, seconded Mr. Coffin's statement with such remarks as these:

"Patriotic economy does not mean the lowering of America's standard of living, which would make us less efficient physically and mentally, nationally and individually. The natural, sane life of the country must proceed as though we were not at war."

A level-headed man is merely one who always agrees with us.

"He's so reckless he's always taking chances."

"Oh, do send him to our charity bazaar."

## Sedgwick Hand-Power Dumbwaiter and Elevator

Manufactured by Specialists and Guaranteed Send for Catalog and Discounts.

SEDGWICK MACRIME WORKS

136 Liberty Street

NEW YORK

# AUTOMOBILE ACCESSORIES



If you handle Auto Accessories, Motorcycle and Bicycle Supplies and Bicycles, why not get in touch with a Wholesale House that handles this line exclusively and place yourself in a position to serve your enstomers with saything they could possibly require in this line. You should have our catalog as a reference. Write for it. It will mean big business to you. Our motto-"If it's kin to an auto it's related to us."

MOTOR CAR SUPPLY CO. 1451-58-55 Michigan Ave., Chicago

# Break Any Sedgley Wrench

And We Repair It No Charge



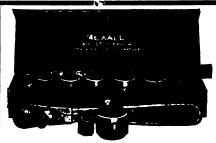
\*\*\*EXALL"

SOCKET WENCE NO. 5.

A splendid tool. 10½" hexagon steel handle, 7 sockets made from bar steel, case hardened. Sockets pack neatly on handle when not in use. Friction ball in handle prevents them from dropping off. Weight only 21 ox. Price \$1.50.

Sedgley Quality is your Guarantee of Durability

> Dealers: Ask your Jobber



"MEXALL" BATCHET WRENCE NO. 2.
7" handle, steel forging, two screw driver bits of best tool steel. Extension bar, six inches. Seven sockets of case hardened steel, for bolts and nuts from 5-16 to 5-8 of an inch. Weight, 1% lbs. Set, complete with 11 pieces, \$2.50.

R. F. SEDGLEY, Manufacturer
2311-13 N. 16th St., Philadelphia. Pa.

#### Bringing Them Back

It will pay you to sell Dixon's, the 100% lubricants that render service to your customers and increase their confidence in you.

### PIXON'S Automobile LUBRICANTS

are making new friends for Dixon's and more customers for you through Dixon advertising.

Write today for Dixon's Dealer's Deal No. 230 G.

Made in Jersey City, N. J., by the

#### JOSEPH DIXON CRUCIBLE COMPANY

**XX** 

Established 1827



#### THE CLERK

Who remembers is the clerk who gets along.

Who remembers the store customers and what they like and don't like.

Who remembers where things are and where they belong.

Who remembers the Store Rules and carries them out.

Who remembers the things the boss wants him to do and does them.

Who remembers what he is being paid for and then earns his salary.

Joseph Zikmund, dealer, will erect a new building at Brainard, Nebraska.

# Powerene is Equal to Gasoline at 5 Cents Per Gallon

AN EXCELLENT OPPORTUNITY is offered to one man in each county to introduce and sell POWEREME and to look after the business of the county.

POWERENE IS GUARANTEED to remove and prevent carbon, and to be harmless to all metals, making a motor fuel which saves repairs, adds snap, speed and power, doubling the life of all gasoline motors.

power, doubling the life of all gasoline motors.

THE GUARANTEE IS PRINTED ON THE LABEL of each package. An amount equal to 20 gallons of gasoline will be sent prepaid to any address for \$1. Write at once for particulars to

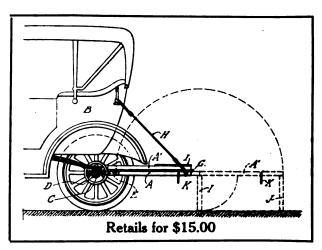
#### W. PORTER BARNES

Sole Manufacturer

Box B, Santa Rosa, Cal.

# Just What You Need on Your Own Car

What you can Sell to every other car owner. Easily attached to any auto. Bed furnished complete for any make. Plenty of space to



carry bedding and other necessities when folded for traveling.

The "Dream" folding Auto Bed provides the same comforts as your own home. Every autoist wants one. Secure the agency. For full particulars, address

ROBT. A. BRUCE, 312 W. Walnut St., Santa Ana, Cal.



## Fourth Year-Fiftieth Thousand

## New Model Is Here

It is with much pleasure that we announce the newest Cadillac Eight creation, the type 57.

The new Cadillac adds honor to a long line of superior motor cars.

We believe it approaches more closely to real greatness than any motor car the world has yet produced.

Three years of the most pronounced success known to builders of quality cars has placed the Cadillac in the enviable position where little can be said in announcing a new model that could be more expressive of the predominant position of this eight than to simply announce that it is an improved Cadillac.

For three years the Cadillac has concentrated on the one type—the V-type eight-cylinder. In all that

time Cadillac engineers have devoted their energies and their skill to the perfection of a principle and the raising of a standard.

The Cadillac "8" now enters its fourth year and fiftieth thousand.

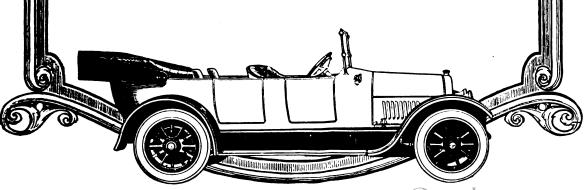
This means that buyers of the type 57 profit immensely from all that have gone before.

In appearance the car is slightly changed. The wheels are smaller, the body is lower and throughout there is a noticeable refinement of finish and appointments.

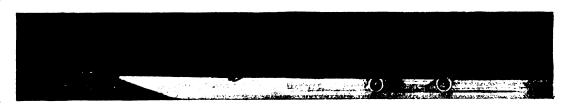
You have enthused over Cadillacs of former years.

Your enthusiasm will reach even greater heights when you view this new Cadillac and for the first time revel in its superlative smoothness and masterly power.

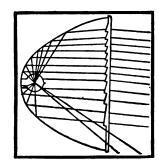
The Cadillac Type-57 Chassis will be available with the following body styles: Standard Seven-Passenger Car, Five-Passenger Phaeton, Two-Passenger Roadster with Rumble Seat, Four-Pussenger Convertible Victoria, Five-Passenger Brougham, Four-Passenger Town-Limousine and Town Landoulet, Seven-Passenger Limousine, Landoulet and Imperial.



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## 74% More Light On the Road

For One-Third Mile Ahead of the Car

Every Exacting Headlight Ordinance Complied With

The above pen diagram shows why and how the waist-high beam from the twelve selective prisms of the New Osgood Lens holds to the road for a third of a mile ahead of the car.

No rays scattered into the air. No glare in the eyes of other motorists or pedestrians. No headlight laws transgressed.

Fully 74% more light on the road as compared with a plain lens. And 910% greater road light as compared with a lens of ground glass, equivalent of diffusing and dimming devices.

All these figures are based on exhaustive tests made by recognized

authorities—including the technical representative of the A. A. A. itself.

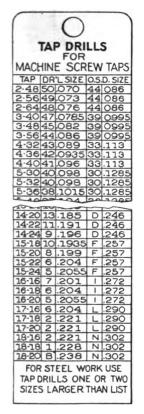
The New Osgood Lens was designed by James R. Cravath, one of America's foremost authorities on illumination. Made in all sizes for all cars. Advertised in The Saturday Evening Post, leading Motor publications, and other representative magazines.

A big seller, in these days of stringent headlight laws. Write for detailed test data, and profitable dealer plan. A real opportunity awaits you.

Osgood Lens & Supply Company 2007 Michigan Avenue, Chicago, Ill. Dept. 429.



## New Goods and Specialties



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		IVALEN	TS
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MERCHANT'S READY REFERENCE TABLE

Information needed at every turn in the day's work of Machinists, Toolmakers, etc., is brought together in most convenient form on a Reference Table just out by The Lufkin Rule Co., Saginaw, Michigan, manufacturers of complete lines of Rules, Scales, Measuring Tapes, etc.

To be most suitable for carrying in the mechanic's pocket, this article, known as No. 97, is made of flexible spring steel, 1 7-16 inches wide and 6 3-4 inches long. On one side appear machine screw tap sizes, each followed by tap drill size number and its decimal equivalent, and the corresponding body drill size number and its decimal equivalent, commonly known as the outside diameter size. On the opposite side of the scale is a complete set of decimal equivalents of fractions, and at the foot an inch graduated to 64ths.

It has good, legible figures throughout, so can well be used also hanging at the bench or machine. Being in steel, the article is durable and will not soil, and covering in one both decimal equivalents and tap and drill sizes, reference to two tables, as is now cus-tomary, becomes unnecessary, which is a decided ad-vantage. No. 97 sells at 50c, and will be recognized as a time saver and the most practically designed article for its use. Circulars, etc., of this new article are to be had on request.

Tip R. Anderson has engaged in the hardware and sporting goods business at Winnsboro, Texas.

The Buckley Hardware Co. has bought the stock of electrical goods and fixtures of J. J. Potter, which will be added to its regular line at Buckley, Wash.

## "KOAST-DEFENDER" TARGET CANNON

The manufacturing department of Schroeter Bros. Hardware Co., St. Louis, have placed on the market a practical toy built on scientific principles, which is one of the best and most sensible articles made for amusing boys, as well as their parents, being absolutely harmless.

There are no complicated parts to wear out or give trouble. It can be used for target practice at a rea-

sonable distance, with a fair degree of accuracy.

The boy who receives one of these ingenious and instructive toys can imitate a cannon. The design of the cannon is unique and will please the young as well

as the old. It has a great many features ordinarily found in the regulation cannon even down to the recoil.

It comes packed in a convenient box, legs of cannon being de-tached when packed.

Ammunition for the cannon consists of 10 Wood Projectiles, made of soft wood, measuring 9-16-in. thick by 2 inches

long, having a round blunt point, which make the projective absolutely harmless.

Besides this two special fiber shells are furnished

with the cannon, which are exploding shells, due to the fact that a paper cap such as is used in toy pistols can be used in this shell, and when the paper cap is inserted in shell, a report or explosion is made.

These retail complete for \$2.50. Schroeter Bros. Hardware Co. will be glad to give full description, and send information to any of our readers upon re-

quest.

## NEW HAT AND PIN HOOK

polished iron.

Russell & Erwin have placed on the market their new hat and pin hook No. 2130, of which an illustration is shown herewith.

This pin hook is proving very popular in school house work and fits an inch and a half pole. This is furnished in iron, japanned and also in standard finishes on

They will be glad to give full information to any of our readers upon request.

For the convenience of their trade they

maintain branches in New York, Chicago, San Francisco and London, as well as their

products being distributed by many leading hardware jobbers throughout the country, any of whom will be glad to give full information with reference to any of their lines.

The Leonard Hardware Co., North 27th and Proctor streets, Tacoma, Wash., has been sold to Otto Drumm, who has taken possession and will continue the business.

The Rixon Hardware Co. owned by Edgar W. Rixon, Inglewood, Cal., and recently purchased and enlarged by him, presents a very attractive appearance. Mr. Rixon reports the outlook as most excellent.

## NEW RUSSWIN DESIGN











The Russell & Erwin Mfg. Co., New Britain, Conn., are featuring their knob and plate escutcheons in Carlton and Arden designs, which are attractive and proving very attractive wherever they have been installed.

The Carlton knob and escutcheon are additions to an established design in the Adam School.

These are furnished only in cast brass or bronze, but in any required finish, and are suitable for inside doors.

The Arden is a new design in the Colonial School and is furnished only in cast brass or bronze and in any finish.

They will be glad to send descriptive matter and send full information to any of our readers upon request.

Their methods of co-operation with the trade makes the line a most desirable one to feature.

#### LEVER FLUSH BOLT NO. 387

The accompanying illustration shows the new burglar-proof lever flush bolt which the Stanlev Works recently placed on the market as their catalog number

This bolt is made of wrought steel except the extra long bronze lever which operates so easily. It locks on a dead center and the action is positive so that the bolt which has a 34-inch throw, cannot be jimmied. It is designed for use on double doors and is mortised into the astragal or joint edge of the inactive leaf of a pair of doors, or applied on the inside face.

With the mechanism occupying such a small space and the plate extending the full length of the bolt, it is easy to make a snug mortise-and a neat looking job.

The strike plate is self centering and wide enough to allow for any reasonable shrinkage of the door; the springs are piano wire, durable and strong; and liberal screw holding power is pro-

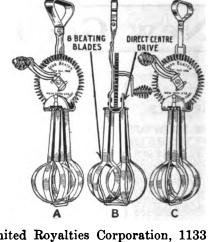
vided, ample for heavy doors.

No. 387 is made in 9, 12, 18
and 24-inch sizes, and furnished in all standard Stanley finishes.

It is packed complete with strike. guide plate, and screws, one only in a box.

For further information, prices, the Stranger Work.

etc., write to The Stanley Works, New Britain, Conn.



United Royalties Corporation, 1133 Broadway, New York, have added a most attractive feature to their superior Ladd Beaters. These beaters are entirely of steel, no wood or castiron to gather dirt and dust and we are told experience proves this material outlasts several of cast-iron. While these Beaters are in almost every store throughout the country that gives attention to quality, and profits as well. the makers are determined to put them into every home by overcoming any possibility of adverse criticism; thus they are now shipping the home size in 3 different frame handles, 4 of each to a dozen which gives the buyer full With this added feature, these goods are the last word in efficiency and construction for production of unusual results.

These Beaters need only to be demonstrated to make sales.

There is no article of kitchen equipment that will appeal more to the women folk of the

These goods are stocked and sold by practically every jobber, who will be glad to give full information.

In the far West, they are represented by: Omer Cox, 504 Underwood Bldg., San Francisco, Cal.; Sands & Cox, 207 San Fernando Bldg., Los Angeles, Cal.; Strimple & Cox, L. C. Smith Bldg., Seattle, Wash.; Jones & Cox, Newhouse Bldg., Salt Lake City, Utah; Taylor & Cox, Ideal Bldg., Denver, Colo.

Any of these western sales representatives will be glad to give information, if you will write them.

We like the "Hardware World" very much and consider it one of the most interesting trade papers that is brought to our notice, and if such is the fact from a manufacturer's view point, it surely must be more so from the standpoint of the jobber and dealer.

STANLEY RULE & LEVEL CO., New Britain, Connecticut.





#### GETTING YOUR SHARE OF THE FARM HOME BUSINESS

There never was a time when American farmers were so prosperous, had more money, or were in better position to buy goods, not only necessities, but to equip and furnish their

homes, farms and ranches better.

The experience of many successful merchants has been to go to the farmer's or rancher's home, call on the family, get acquainted with the women folks, perhaps leaving circulars or catalogs or descriptive matter of goods that appeal especially to the farmer's wife. This has made increased business for many merchants.

The merchant who "hasn't time" to do this,

Most farm housewives take pride in their homes, and like to keep their floors clean. It is hard to do this because of the constant tracking in of the members of the family, or those who are employed on the farm.

It is much easier to keep linoleum clean than it is to scrub up the average kitchen or dining room floor, hence linoleum sales are

easily made.

The farm homes of a community furnish a large undeveloped field for linoleum sales, and a sample book or a catalog of the Armstrong Cork Co., Lancaster, Penn., mentioned in our issue recently, which they will be glad to send to any of our readers upon request, will be a wonderful help to every merchant.



The Armstrong Cork Co. furnish merchants with attractive window displays.

who hasn't anyone in his employ whom he can trust to do it, is losing a great deal more than he probably realizes.

There is that innate desire in every woman, whether she lives in the country, town or city, to "fix up" her home, and to have just as an attractive and inviting a place as her neigh-

There is no denying the fact that farmers are living more comfortably in these days, they are buying better grade goods.

One successful merchant tells us he found that linoleum is particularly adaptable for the farm home, for a floor covering in kitchen, laundry, dining room, and even in bed rooms the linoleum has proven most adaptable and suitable in farm homes.

## RUSSWIN EXTENSION BOLT

The Russell & Erwin Mfg. Co. are calling attention to their new Flush Extension Bolt No. 027, which is made in lengths of 9, 12, 15,



18 and 24 inches. This bolt is made of cast bronze with brass bolt head and steel rod and is unobtrusive when applied to the door.

This is proving very popular wherever it has been installed.

It appeals especially to builders, owners and architects. It is a good one to feature.



## HELPFUL JOBBERS CATALOGS

The Whiton Hardware Company of Seattle announce that they have ready for distribution their catalog No. 12. This is a very complete volume comprising Shelf and Heavy Hardware, Iron and Steel, Pipe, Fittings, an exceptionally large line of Tools and Machine Shop Supplies, Automobile Supplies, Tires, Housefurnishing Goods, Paints, Oils, Varnishes, Builders' Hardware and Sporting Goods.

This catalog is 9½ inches by 11 % inches in size and only 2 inches in thickness, yet it covers as complete a line of hardware as any jobbing house shows. Small size electros have been used and very complete

descriptions are given, all in condensed space.
We believe that the hardware merchant will find this volume one which he can use to good advantage, and for two reasons: 1st, the book is light and easy to

and for two reasons: 1st, the book is light and easy to handle; 2nd, it covers such a large line of goods that the merchant will think of the slogan of this company, "We Have It," in looking through the catalog.

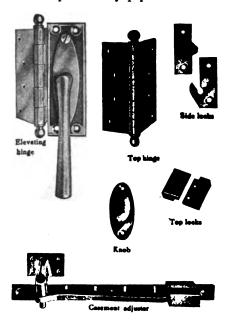
The Whiton Hardware Company also announce ready for distribution and for departmental purposes, their No. 9 Sporting Goods Catalog, No. 10 Builders' Hardware, No. 6 House Furnishing Goods, No. 11 Heavy Hardware, Tools, Shop Supplies, Automobile Supplies and Accessories, Paints and Varnishes.

These catalogs will be distributed to the trade upon

These catalogs will be distributed to the trade upon request or with first shipment.

## RUSSWIN ELEVATING SASH FIXTURE

The Russell & Erwin Mfg. Co. are featuring their new elevating sash fixture, which is illustrated herewith. This has proven very popular wherever it has



been installed, and appeals especially to builders, owners and architects. Full information can be had by addressing Russell & Erwin Mfg. Co. or their branches, or any of the jobbers who are distributing their products.

O. M. Martin has succeeded C. J. Heuser at New Salisbury, Indiana. A complete stock of automobile accessories is carried.

Joseph Colber has resigned his position with the D. Heenan Mercantile Company, Streator, Ill., and has become buyer for W. G. Putnam & Co. at Peoria, Ill.



## PHONOGRAPHS CAN BE SOLD IN EVERY FAMILY

Attention is directed to the announcement of the Salt Lake Hardware Co., Salt Lake City. Utah, and Pocatello, Idaho, who are distributors for Utah, Idaho, Western Wyoming and Eastern Nevada for the Pathe Freres Phonograph, which as they say is one of the livest propositions in the talking machine field today because of its salability.

It is a line whose leading features are absolutely exclusive and without a competitor, referring to the Pathe Sapphire Ball. There are no needles to change, and the record is assured of a long life. This fact has proven a gold mine to many dealers.

The salt Lake Hardware Co. will be glad to give full information to any of our readers in the inter-mountain territory with reference to this most excellent line.

Harry and Frank Goodman have opened a general store at Richey, Montana.

George McKinney has disposed of his stock to E. Fletcher & Co. at Humboldt, Saskatchewan.

The Builders' Hardware Company, Gary, Indiana, has been incorporated with a capital stock of \$10,000 to deal in baseball goods, bathroom fixtures, builders' hardware, cream separators, harness, varnishes, etc. The officers of the company are William C. Burke, president; Paul Schubick, vice-president and general manager, and Ross Cole, secretary and treasurer.

## "BETTER SAFE THAN SORRY"

The man who knows what it is to be relieved of his car when he left it standing in the street "just for a moment" will particularly appreciate that little tragedy, "What Happened to Brown's Car," issued in folder form by the Walker Ke-Les Lock Company of Chicago, manufacturers of the Walker Ke-Les Lock. The man, who so far has escaped the game of the auto-thief will get a tip or two from the story as to how to insure his good fortune.

In four brief scenes the car owner witnesses how a band of auto thieves work in stealing and disposing of cars. Mr. James H. Cumming, sales manager of the Walker Ke-Les Lock Company, who has made quite a study of the auto thief problem, states that the little sketch is more typical and true to life than the aver-

age car owner would suspect.

"There has been such a demand for the little story," says Mr. Cumming, "that we are issuing a more elaborate work on the subject of the auto thief in his various species and modi operandi. The title of the new book will be "The Port of Missing Cars." This more general title will enable us to take up more fully the various reasons back of car stealing and the various ways by which the cars all come to "The Port of Missing Cars."

of Missing Cars."

In the present booklet the story, "What Happened to Brown's Car," occupies two pages of a total of six. The remaining four pages are devoted to description of the Walker Ke-Les Auto Lock. These pages explain how the Walker Ke-Les works on a simplified combination principle. No key of any kind is used. To lock his car the motorist simply gives the operating handle (mounted just below the combination knob) a handle (mounted just below the combination knob) a half turn to the "off" position and ignition is instantly disconnected and the gasoline cut off. To unlock the car, the driver simply turns the combination knob to the three numbers combination he has set and all the ignition is connected and the gasoline valve opened. The lock is capable of more than 87,000 changes in the combination. It can be installed on all cars, gasoline, electric and steam. An important feature of the lock is that it conforms with police and fire department requirements regarding cars standing in the streets.

The Harris Hardware & Lumber Co. has been incorporated by Albert O. Arthur and Adelaide Stark. The capital stock is \$50,000, at Harris, Minnesota.

ARE YOU SAVING YOUR MONEY to invest in the NEXT ISSUE of the LIBERTY LOAN 

FREE Get a copy of this big accessory Catalog. Every hardware merchant who sells auto for the auto supplies ought to see this book. Made money selling supplies. Your copy is waiting. A request on your letterhead will bring a book by return mail. Write today.

CATALOG PRINTING & PUB CO. 154 Lafayette Street, New York, N. Y.

#### LABOR SAVING DEVICES NECESSARY

If there was ever a time when labor saving devices should be used by merchants and business men the time is certainly at hand.

The great number of young men, among whom are many salesmen, that are being called into the war makes it necessary for a merchant to use every facility that can be had towards the economical handling of his business.

Labor saving devices for office and store in these times are not only necessary, but will undoubtedly pay for themselves in a short time.

We have in mind such a complete office system and equipment as is furnished by the National Cash Register Co., Dayton, Ohio.

Their system not only enables one to give quick service with new clerks, but it will enable a merchant to conduct his business with less clerk hire, and far more economically, efficiently and accurately than he otherwise could.

The National Cash Register Co. will be glad to give full information with reference to their system, and the new N C R credit file, which they say will stop losses and increase profit.

Their announcement in this month's issue of the "HARDWARE WORLD" with reference to merchants "defending their business against losses" should be carefully noted.

VALUABLE TO EVERY RETAIL MERCHANT

We are enclosing our subscription for three years for the "Hardware World," and want to tell you we are greatly pleased with it. It is especially valuable to every retail merchant.

CEDAREDGE HARDWARE CO.

Colorado.



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OFFICIAL ORGAN OF THE WESTERN TRADE

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T. M. SHEARMAN Editor and Manager R. L. SHEARMAN Associate Editor :: ::

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> OFFICES Elisworth Bldg. Chicago.

Boatmen's Bank Bldg. St. Louis. Phelan Bldg San Francisco 507 Pioneer Bldg. Seattle.

388 Taylor St Corner 10th Portland, Ore.

70 Fifth Ave. New York. 415 Exchange Bldg. Los Angeles. 204 Scott Bldg. Salt Lake. 220 Pacific Bldg. Vancouver, B. C., Canada.

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#### INSULATED PLIERS



Heretofore, efforts made by plier manufacturers and distributors to put out insulated pliers have been with tools which had no practical value, in the sense that they would not take either a high insulation or stand rough, practical usage which a lineman is compelled to give a tool of that character.

There is now on the market a plier which will fill all the requirements of a lineman and give universal satisfaction to him in his work. The plier itself is of the best grade of tool steel, with an insulated rubber compound of high grade material, made to withstand a 10,000 volt test and also to give definite, practical service to the user. The method of putting on the rubber insulation is one covered thoroughly by American and foreign patents, and is the only method known whereby rubber can be attached to metal\_without its being purely a mechanical attachment. It therefore means that the bond of the rubber to the metal is of such a character that there can be no chance of it not being secure; on the contrary, it is so firmly held to the metal that experiments have failed to show any "breakdown" when once the rubber had been applied to the handles.

Briefly, the "Elchemco" process is electro-chemical in character and consists of an electrical method of coating all commercial metals with a special alloy which has so strong an affinity for India rubber and its compounds that during the process of vulcanization it enters into chemical combination with all commercial compounds so as to effect a bond stronger than the rubber itself.

In proof of this statement prices of steel, wrought iron, cast steel, malleable iron or any metals in common use are vulcanized together after treatment by this process, with a septum of rubber between, and are then forcibly torn apart, leaving a layer of rubber still firmly attached to each piece, uninjured by the severe strain. It is evident that a bond which is stronger than the rubber side of the pair exhausts the mechanical possibilities of such a combination.

This Plier is desirable not only as a lineman's plier, but as part of the equipment of automobiles and trucks, as well as being used by those working about high voltage equipment. Each one bears the approval stamp of the Electrical Testing Laboratories, Inc.. which shows that the Plier has been tested and passed for 10,000 volts.

Full information can be obtained from the Rubber

Insulated Metals Cornoration, Plainfield, N. J.
Western inquiries may be addressed to the Century
Plainfield Tire Co., 438 Golden Gate Avenue, San Francisco, Cal.

#### "HARDWARE WORLD" FILLS EVERY REQUIREMENT.

We want to tell you that we are very much pleased with the "Hardware World." and consider it up to date in everything in hardware and kindred lines.

It certainly fills every requirement of what a hardware paper should be.

Our trade has been very good this year and we look ferward to a fine trade the coming year. Everything looks bright and prosperous.

EMPIRE HARDWARE CO.

Sincerely,

## "BIGGEST VALUE IN ROOFING EVER OFFERED''

This is the announcement of the Pioneer Paper Co. on their new line of Leader Roofing which is guaranteed roofing sold everywhere at \$2.00 per roll.

As the Pioneer Paper Co. say a merchant can go after the roofing business in his locality and get it. He can offer his customers Pioneer Leader Roofing at \$2.00 per roll without fear of being undersold, and can bank on it giving perfect satisfaction to them. Two dollars will be the standard price everywhere and it is a price that affords the merchant a living profit.

They will be glad to give full information to any of our readers upon request.

## ANNUAL MEETING OF THE PLANET JR. REPRESENTATIVES

The annual meeting of the salesmen and representa-tives of the S. L. Allen Co., Philadelphia, was held the latter part of July, and was attended by all their various representatives.

When business part of the meeting was over, a picnic and outing was held for all of their employees and representatives, at which games, sports and swimming races served as a pleasant get together of the S. L. Allen family.

W. D. Collins, their Pacific Coast and Orient representative, is leaving for his annual visit to Anstralia and New Zealand after he covers his territory on the Pacific Coast. All the various representatives reported a most excellent outlook and the company was well satisfied with the business during 1917, but they are making their plans for an even larger trade during 1918.

The Schroeder-Ingham Hardware Company has erected a new building at Beverly, Kansas.

Edward W. Merchant is successor to the Maddin-Merchant Hardware Co. at Muskogee, Oklahoma.

K. I. Denison of Snyder has bought the interest of J. S. Moore in the Agnew-Moore Implement Co. at Altus, Oklahoma.

The Henne & Meyer Co. is having plate glass front installed, which fronts on two streets and is 70x250 feet, at Cameron, Texas.

Joseph M. Barta has commenced business, with a stock of automobile accessories, bicycles, churns, cream separators, heating stoves, lubricating oils, heavy farm implements, etc., at Algoma, Wis.

The Wernecke-Schmidt-Hardware Co. has been incorporated as successor to Wernecke & Schmitz to conduct both a wholesale and retail business at Manitowoc, Wis. The capital stock is \$90,000.

John Beemster has sold his interest in Rabbideau & Beemster. Joseph Rabbideau has purchased his interest and will continue under the name of Rabbideau Hardware Company at West De Pere, Wis.

The Rogan Bros. Company, Middlesboro, Kentucky, has been incorporated. The capital stock is \$45,000 and the incorporators are J. M. Rogan, S. M. Reames and R. E. Howe. The concern will do a wholesale and retail business in automobile accessories, bathroom fixtures, builders' hardware, gasoline engines, cook stoves. etc.

## **Business Opportunities**

WANTED.

Tinner and Plumber at once. Steady work. Address A. E. Browder, Albion, Nebraska.

WANTED.

Position by a first-class hardware salesman, thirty-seven years of age. Have had seventeen years' ex-perience in about every line of goods found in a hard-ware store. Address "S. G.," care "Hardware World."

FOR SALE.

On account of sickness, a well established general hardware business, including shelf hardware, tin, agate, glass, crockery ware, stoves, paints, oils. Stock and fixtures invoice about \$8,000.00. Terms considered. Call or address George Imhoff, Folsom, Sacraments Callet. mento County, Calif.

WANTED.

Salesmen to sell to Hardware Jobbers and Department Stores on commission. The best line of Fly Swatters on the market today. Big Sales, Liberal commissions and exclusive territories. Address Bouquet-Brownson Company, St. Paul, Minnesota.

I WANT TO GET BACK IN HARDWARE BUSINESS in which I have had 20 years' experience. Advise me how much stock, how long the business has been established, amount of fixtures, what kind of delivery. How many clerks. Cash sales and Credit sales in 1916 or your credit customers of 30 days or longer. Size of town. How many other hardware stores. How many other stores carry hardware, or granite ware or house furnishings. Address "B. C. J.," care "Hardware World."

TRAVELING HARDWARE SALESMAN WANTED.

We want a first-class traveling hardware salesman in all that name implies, territory the Pacific North-west. Give full information. Such information as you would want were the position reversed. Address W. F. J., care "Hardware World."

HIGH GRADE TRAVELER WANTED.

We want a high grade traveler in all those words imply for Colorado territory. A clean cut man of good character and habits. A salesman in the best sense may learn something to his advantage by giving full particulars and addressing Colorado, care "Hardware World"—Nearest office.

J. C. Thompson has bought the stock of Ole S. Juve at Baltic, North Dakota.

Ellis Smolowitz and Solomon Jampolsky are successors to Staak & Miles at Braddock, North Dakota.

ONE GRAND HELP

The "Hardware World" is certainly one grand: help in the hardware business.

R. R. CARLSON. : Oregon. 

Earl L. Allison has purchased an interest in the Allison Hardware Co., San Bernardino, Cal. C. H. Allison will continue to look after the practical end of the business, while his brother will look after the office.

Hardware Specialty lines wanted on commission basis by jobbing and commission firm located at Winnipeg, covering provinces of Manitoba, Saskatchewan, Alberta and British Columbia. Address Bouey Bros. Co., Ltd., Winnipeg, Canada.

#### WANTED.

Energetic, Experienced hardware salesman of modern established retail store in Southern California. One with expert knowledge in publicity, window trimming and selling. Chance to invest if you can deliver the goods. Money not needed, investment offered only as an inducement to get a capable man. Address "H. W.," 1093 Pine Street, Riverside, California.

## FOR SALE

Chas. H. Kewell Co., Inc., established 15 years, wish to sell their retail sporting goods business and confine their energies to manufacture fishing tackle specialties. Stock inventoried January 1, 1917, about \$4000; can not be replaced at this figure today. Will sell on terms to suit purchaser. A good going business; could be incorporated with hardware store as sporting goods branch. An excellent opportunity for sporting goods salesman to get into business.

We Manufacture for the Trade Plies, Spinners, Spoons, Leaders, etc.

Write for 1917 Angler Specialties Catalogue.

CHAS. H. KEWELL CO. Inc. - - San Francisco, Cal. 436 Market Street

#### HARDWARE LOCATION WANTED IN THE PACIFIC NORTHWEST.

I am contemplating a change, and am looking for a hardware location somewhere in the Pacific Northwest. I would like information as to a business or the possibility of a location in Oregon or Washington. Give full information. Address A. Otto, care "Hardware World."

#### ARE YOU CAPABLE

of managing and developing a large retail and wholeon managing and developing a large retail and whole-sale hardware business in one of the best and most progressive cities in the far West? Opportunity to develop sales of one million dollars. Must be high grade practical man, who can visualize the future, or-ganize and develop business. Particulars in confidence. Give full information. Opportunity, care "Hardware World." World."

#### AN A1 OPPORTUNITY

An Al opportunity for a live man to buy an old established hardware store, tin shop, slate roofing and warm air heating business located in one of the best manufacturing towns in the Pittsburg, Pa, district. Will invoice about \$15,000 to \$18,000. Part of the stock can be reduced. The average sales for the last three years was over \$55,000. This can be increased from 20% to 25% by a live wire. This is an unusual opportunity to slip into. A splendid paying business. Will either sell, or rent building. Unable to attend to business on account of poor health. Will bear the closest investigation. Don't answer unless you mean business. Address "A Bargain," care "Hardware World."





## WITH MEN WORTH WHILE (By Joe Mitchell Chapple.)

Judge E. H. Gary put a proposition to me that was wonderful. Loyalty in business. "Do you know what Loyalty is! Have you ever analyzed it! I have. I'm a great stickler for Loyalty and I have my own notions about it. Loyalty means a great deal more than simply 'not betray.' More than acquiescence. Such

things are negative.

"Loyalty is a positive virtue. It is more than personal also. Loyalty accepts the big idea whatever it is and accepts it wholeheartedly, once the thing is decided on. Loyalty means full accord with the plan—absolute harmony with the purposes and projects of the house. In short Loyalty is like playing a violin: you've got to get in tune before you can

plav.

The bane of many a sales department is "deliveries." I had a chat with Mr. Geo. C. Taylor, President of the American Express Company, and he covered the question to a T. He said, "I have been in the delivery business all my life. My whole life's training from the time I drove a wagon has been concentrated on 'dispatch in distribution.' And the lesson in it applies to all activities of life—if you have the goods to deliver. Prompt delivery is half the battle of salesmanship. The house says "Get the orders,"—yes—and the Salesman says, "Get the Orders Filled."

Another whose name I have not permission to quote says: "The human mind is always looking for values." Then he illustrated it: "I started in business selling watches by mail. The first thing I did was to get a good picture of the watch, then I put down the figures that stood for the value; the price. I put them side by side, watch and price. And right here is the point: look at the picture and look at the price. Study them. Put your mind on both of them. Do they match? Do they balance? If they do, don't use them."

Arkansaw is the only state advertised in the Bible—like this:

"Noah looked out of the Ark-and-saw land."

## MANHOOD

Manhood-what is it?

Is it merely twenty-one years piled end on end ??

Is it the privilege to walk into a polling booth and cast our "yes" or "no" into the melting pot that means the management of our government?

Is it acquisition of titles—riches—power? Is it fame?

No; none of these alone, but rather a certain undeniable quality that dictates to us our proper attitude toward women, our proper attitude toward society and civilization. It is the quality that brings us up on our toes, fists clinched and eyes ablaze at an unjustifiable wrong—not a mistake but an intentional wrong. It is the thing within us that sends red-blooded thrills chasing each other up and down our spines at the sight of the flag for which we stand and which stands for us, and at the sound of the beloved anthem which carried our forebears through more than one fiery furnace. Manhood, somehow or other, stands at our side in a tight place and tells us where to go and where not to go and when to strike and when to turn the other cheek.

It is the backbone of humanity, the thing upon which civilization must depend for its salvation and permanent state of being.

Real estate is figured by frontage. The space occupied by your window represents more money invested than any other space of the same size in your store.

Your window should produce more business than any salesman on your payroll.

Your windows work day and night but draw no salary.

#### BREVITY

She wore a dress,
I laughed at it—
For brevity's
The soul of wit.





Mr. Dealer:

## Our "Faultless" Fixtures

Are the products of leading manufacturers in their respective lines.

They are carefully selected and closely inspected, so in purchasing material bearing the "FAULTLESS" Label, you are assured of receiving perfect and DEPENDABLE WEAR.

The sale of High Grade "Guaranteed" Fixtures allows you the legitimate profit to which you are entitled, by eliminating unnecessary and expensive return calls to make repairs caused by the installation of inferior material.

Absolutely Guaranteed
Sanitary -- Durable -- Ornamental

## M. L. KLINE

Wholesale "Faultless" Plumbing and Heating Supplies 84-86-87-89 Front Street, PORTLAND, ORE.



That is the verdiet of plumbers, jobbers, owners and all who know the quality of

#### WHITE PYRALIN Bath Reom Fixtures

Wherever GENUINE PYRALIN Products are installed, it means Repeat Orders, More Business, More Profits.

Every one prefers White Pyralin Fixtures because they not only

LOOK clean but are easily kept clean and sanitary.

There is nothing to equal our "Pyralin Covered Seat for quality, price and durability. It has become a popular leader in the closet seat field. Write for Catalog.

## C. F. CHURCH MFG. CO., Holyoke, Mass.

These goods can be obtained from the LEADING JOBBING HOUSES IN THE WEST. INSIST ON THEM. If you cannot get them address for information, W. E. Glichrist, Pacific Coast Representative, Monadnock Building, San Francisco, Cal. These goods are sold by Holbrook, Merrill & Stetson, Crane Co., A. H. Busch Co., and all the leading jobbing and supply houses.

Genuine Pyralin Products cost no more than inferior goods, so insist upon geting the best — the Church quality.



Our "Genuine Pyralin" Closet Seat

## Speak of It As Thrift

Thrift, n. 1. Care and prudence in the management of one's resources; economy; frugality; as "thrift is the best means of thriving."

PON the choice of a word or term frequently depends the success of a sale. It is true that impromptu sales talks give one little opportunity to select words of the exact shades of meaning for the effects intended. But there are certain precise terms that it pays to adopt when talking up certain distinctive articles. — Philadelphia-Made Hardware.

Take kitchen implements, for example—particularly those whose selling "line of least resistance" runs in the direction of food saving. Now, there is no great difference among the meanings of "economy," "frugality" and "thrift," although there is a distinction which carries the mind in any of three specific directions.

To most people, economy is but a synonym for skimping, stinting or scrimping. Frugality too often is taken to mean stinginess, niggard-liness or miserliness. Thrift, on the other hand, at once suggests saving, careful management, good husbandry, etc.

While we are living in a period when economy—mainly in food—is a universal cry, yet no woman likes to feel that her station compels her to stint. And to talk economy in a vein that to her implies stinting—whether in food, clothes or pleasure—hurts her pride and is apt to undo rather than clinch the sale.

Call it Thrift! It is a delicate flattery, nicely put, and has a ring of sincerity that she can accept without feeling that you are trying to "jolly" her.

"I have a mind presages me such thrift,
That I should questionless be fortunate."

—Shakespeare, "Merchant of Venice." In addition, do not fail to make the house-wife feel that in urging upon her this or that article you are endeavoring to render her a service—to help her make her kitchen "pay a profit by increasing the production," as the manufacturer would say. Appeal to her business instinct, her good sense, but don't preach the kind of economy that leads her to imagine that you regard her as wasteful, or as being poor and required to skimp.

Consider, also, the customer whose kitchen work is done by servants. Here the subject of kitchen thrift has an added educational value. The woman who does not do her own housework frequently does not profess to know the economical needs of the kitchen; and regarding her as a sort of "general manager" of the home permits many a suggestion that the woman of all-work might resent with, "I know more about the kitchen than you do." To the former, thrift is a virtue which she can impart to her servants without a direct restraint upon herself. It gives her opportunity to study ef-

ficiency and to buy wisely, toward that end, thrift-producing and food-saving household specialties.

While food-saving devices are here cited as perhaps the most easily comprehended example for the application of the term "thrift," it is no less to be preferred to "economy" in speaking of other specialties as well, whose selling features point to saving in labor, greater production, lower operating costs or better workmanship.

If you have never before considered the subject of psychology of any earthly use in conducting a hardware store, or have never cared to understand any phase of it, here is a glowing example. It creeps into salesmanship at every turn. To strike the "psychological chord, word or moment" is the aim of every man and woman who tries to sell soemthing to another.

"Thrift vs. economy!" is a good practice example in words or theme.

Plans are being prepared in the office of the U. S. quartermaster for bids for a reinforced concrete building with a capacity of 1500 beds, to cost \$275,000. This will be erected at the American Lake Cantonment in Washington. The building will cost approximately \$26,000, the water supply will aggregate \$42,000, sewer facilities will cost \$30,000, lighting \$9,000 and a central heating plant \$82,000. The hospital equipment will bring the cost of the building up to \$1,000,000. Bids will be called for very shortly.

## SPOKANE PLUMBER LANDS MILLION DOLLAR GOVERNMENT CONTRACT

The James Smyth Plumbing Co., Spokane, Washington, were awarded the contract for installing the heating system at a government cantonment at Camp Custer, Battle Creek, Michigan. It will cost approximately \$750,000.

The company had already been at work on the plumbing for the cantonment amounting to \$250,000, making the total of the Spokane firm's work \$1,000,000. There will be more than 15 miles of high pressure mains underground, as well as 49 boilers of 150 horsepower each, and more than 700,000 feet of radiation.

This is something unusual for a plumber of the far west, to land a plumbing contract in the middle west, but the James Smyth Plumbing Co. is one of the largest institutions of the kind in the West.

Phelps & Son, Portland, Oregon, were awarded the plumbing, heating and gas fixture contract of Lowell Rogers at Pendleton, Oregon.



## ARMSTRONG TOOLS

Tools bearing the name of the Armstrong Mfg. Co. are superior made tools. Perfect in construction, accurate and dependable.

The name of Armstrong has ever stood for the best in service, quality and workmanship.

Tools with an Enviable Guarantee.

Send for our catalog of Genuine Armstrong Stocks and Dies, Water, Gas and Steam Fitters' Tools and Pipe Threading Machines.

THE ARMSTRONG MFG. CO.

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Quart No. 32



GASOLINE BLOW TORCH

Highest Grade Torch made. Lowest price consistent with Quality.



Pint Mo. 48
Auto Torch



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17 STATE STREET - NEW YORK

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# The Banner of Merit

**SHOWING** 

The Official Award Ribbon

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Panama - Pacific International Exposition

SEND FOR GATALOGUE NO. 777







"Honor Awarded Means Merit Rewarded"

## **Water-Closet Connections**

Submitted by Walter G. Ward, Instructor in Plumbing, North Dakota Agricultural College, of Agricultural College, North Dakota

(Winning third prize of \$50.00 in the Nelson Contest at Harvard University, 1917.)

THE IMPROVEMENT of plumbing installations has been very marked in recent years, and perhaps no other line of building activity has made such rapid advancement in design and installation. Some details, however, of plumbing work have failed to keep abreast of the general advancement, and among these is the method of making the connection between the water closet and the soil pipe.

Personal observation of plumbing practice in different sections of the country, and investigation of the plumbing ordinances of our largest cities discloses a wide variation in the quality of the connection between the water closet and the soil pipe. This fact, however, is not strange when we realize that practically all legislation on this subject has been enacted during the past twenty-five years, and that less than half the states have adopted general plumbing laws. The earlier efforts to control plumbing methods were met with a great deal of opposition, but it is more commonly recognized now, that proper regulation is a just function of the states and municipalities. legislation adopted by the different states varies greatly in its details, but commonly provides for the establishment of a Plumbing Board in each of the larger cities. The control of this board is in some states defined by state law, while in others it is fixed by the city charter. In some cities the Plumbing Board is under the direction of the Health department, while in others it is a part of the Building Bureau.

Most of the larger cities have adopted ordinances of considerable length, on the subject of plumbing, but some of the smaller ones have very brief and incomplete regulations, and some have no plumbing regulations worthy of the name. It is especially in the latter class that we find lax conditions with reference to the water closet connections.

In a town of 20,000 population in which the writer lives, this connection is commonly made by crimping the lead bend over the edge of the floor, and after spreading a quantity of ordinary putty around this edge, the closet is put in place and fastened to the wooden floor by means of screws. This practice has been observed to be quite general throughout the nation, except, where the cities or states have strictly forbidden it.

The qualities necessary for a thoroughly satisfactory water closet connection might be mentioned under five heads.

(a) Water and gas tight.

The whole purpose of the connection is to render the system water tight and to prevent the sewer gases from entering the building. This qualification then is justly stated as first.

(b) Permanent in character.

Many connections are made which will pass satisfactorily the test employed when the system is installed, but which after a period of time, develops leaks of gas or water, or both. This is sometimes due to the settlement of parts of the building, but in many cases is due to the material used losing its elastic qualities which made it serviceable when new. Those materials of course could be replaced, but the leak may have continued many days or even weeks without having been discovered, or even though discovered at once the amount of leakage may be small, and many people, not recognizing the extent of the danger represented by the leak, permit the leak to continue, hesitating to call a plumber and incur the proverbial "plumber's Tenants of cheap rental property are frequently obliged to endure the dangers of a leaky connection, while correspondence is being conducted with an absentee landlord who only reluctantly gives consent to have a plumber's bill incurred against the profits from the property. It is then, imperative that the joint shall be permanently tight.

(c) Permit easy removal of closet.

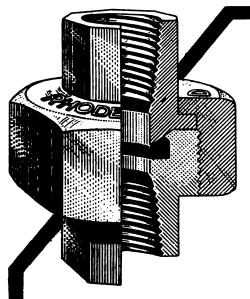
Any water closet may have to be removed at some time, as for example, when something has been carelessly or accidentally dropped into the fixture and become lodged in the soil pipe. It is important then that the connection be so made as to be easy to remove the closet and to re-set it without an undue amount of labor.

(d) Suitable to design of the closet.

The screwed joint may be used on those closets whose outlet is near the front, but for those with the outlet near the rear of the fixture there is insufficient space between the lead bend and the wall to permit the closet to revolve, thus this type of connection is not suited to all closets.

(e) Non-staining of wood floors.

Even though we know the toilet room floor should be of some material less absorbent than wood, the fact remains that thousands of water closets are set on wooden floors, and doubtless the practice will continue for many years, so it becomes essential that the connection be made with some material which either through its composition or location, will not be absorbed by the floor.



No leaks—no loose connections

## The Rhode Island Union

eliminates them

The specially constructed bronze seat in the Rhode Island Union closes the joint up **tight**—there's no chance for a leak.

The Rhode Island Union is made for steam, water, gas and oil—is tested for all uses — approved by the Underwriter's Laboratory and put under three hundred pounds pressure before passed as perfect.

The whole story is contained in our booklet Send for it

RHODE ISLAND FITTINGS CO. HILLSGROVE, RHODE ISLAND

# Keep Your Eye On This Trade Mark

You know what the famous old marks—"Little Giant," "Lightning," "Green River" and "Smart" mean to users of screw cutting tools.

The GTD mark means all of this and more—it means that the organization back of these trade names (Wells Brothers Company, Wiley & Russell Mfg. Co. and A. J. Smart Mfg. Co.) now work as one unit to perpetuate and, if possible, to improve the high standard of quality of their taps, dies, screw plates, reamers, gages and threading machines.

Watch for our ads in Saturday Evening Post Literary Digest Scientific American Popular Mechanics

We still have a few copies of a pamphlet issued to our salesmen and representatives announcing our advertising and selling plans. They are not secret. If you would like a copy, "ay "Send me GTD Plans."

GREENFIELD TAP & DIE CORPORATION
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Tew York, 28 Warren St. Chicago, 13 South Clinton St. London, 149 Queen Victoria St. Canadian Factory, Wells Brothers Company of Canada, Ltd.



Believing that the plumbing regulations of our larger cities fairly represents the best methods at present in use, a list of requirements of fifteen of our larger cities located in all sections of the country, and including San Francisco and Boston, Minneapolis and New Orleans, has been studied to learn their requirements concerning water closet connections. Twelve of the fifteen chosen for this study, require the use of a brass floor flange, the other three failing to specify how the connection shall be made, or leaving it to the approval of the plumbing inspector. The details concerning this flange vary somewhat with the different cities, but not widely. Some ordinances are less definite in their wording than others, for example, some cities require that there shall be a heavy brass floor flange, while others are specific and require that the flange be not less than 3-16-inch in thickness, and in a few instances the required thickness is 1/4-inch. The ordinances are practically uniform in their requirements that the floor flange be connected to the closet flange with bolts.

There is evidently a wide divergence in opinions concerning the proper means of making the joint between the floor flange and closet flange gas and water-tight. Three of the cities in the list studied permit the use of rubber gaskets, while three others specifically forbid their use, and the others forbid their use indirectly by specifying other materials. Many smaller cities, however, use the rubber gasket in this connec-There is little room for doubt, after studying the situation and observing the action of rubber under conditions such as this, that those connections made with a rubber gasket cannot be considered permanently water and gas tight, and therefore cannot be recommended for this purpose.

Two of the cities from the list chosen require the use of an absestos graphite gasket, and two others name this material as one of two materials which may be used. These four ordinances are of recent date and represent what might be regarded as the best practice known when adopted. A connection made with an asbestos graphite gasket meets the requirements enumerated previously, perhaps as well as any method yet devised. It makes a water and gas tight joint; is relatively permanent, makes removal of the closet easy; is adapted to any type of closet and does not discolor the floor.

One of the fifteen cities permits the use of common putty in this connection, but the shortcomings of this material are too well known to need further proof of its being unsuited to this purpose. After "setting," putty is non-resilient.

Red and white lead putty is required or named as one of the permitted materials for the joint between the flanges by nine of the cities whose ordinances were used as a basis

for this study. That represents the nearest to uniformity of requirements for this joint of any of the materials used, and answers the purpose well in most of the qualities named for a desirable connection except that it is more difficult to remove and re-seat a water closet with this connection than with the asbestos gasket.

Two of the cities from the list studied, specifically permit the use of the threaded connection providing for a metal flange to be "calked into the water closet," and the floor flange also being provided with threads, so that the final connection is made by simply screwing the closet flange into the floor flange. This method is to be regarded as giving a tight and permanent joint, when carefully made. Precautions must be taken, however, to fasten the floor flange securely to the floor so that in turning the closet down in the threads there will be no possibility of the lead bend being twisted. Furthermore this type of connection is not adapted to those closets having their outlet near the rear of the fixture as there is insufficient space between the floor connection and the wall to permit the closet to revolve. The water closet base must be made especially for this type of connection, and this together with the fact that it cannot be used if the outlet is near the rear, makes this joint less favored for general use.

A number of cities are working on plumbing ordinances at the present writing and the tendency seems to be to take a progressive attitude toward proper water-closet connections and those most recently adopted show a desire to keep abreast with the latest approved practice so that on the whole, most of the larger cities are handling this problem in a thorough manner. In those places without definite requirements concerning the water closet connections, we find very lax conditions existing, and as mentioned before, the cheapest form of connection is very generally used. It is this class of work which is not subject to competent inspection which needs the attention of those who can and would better the conditions of plumbing installations. The difference in the cost of setting a water closet with a floor flange, and of setting without a floor flange is so slight that it does not offer any good reason for the faulty method so commonly used. pressure could be brought to bear on state legislatures, and city or county health departments, wherever provision is not already made concerning this work, showing the weak point in what may otherwise be a very creditable plumbing installation, then the day would be hastened when this weak link in the chain of sanitary house-drainage might become as strong as the other parts of the system.

It is largely through lack of information on the subject rather than from wanton neglect, that those in authority permit such practices as

## Dependable Tanks



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Positively hold air without loss of pressure.

Pneumatic and Storage Tanks.

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Special Tanks for Air, Gas or Liquids.

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Factory, Oakmont, Pa.

## YOU are the Loser



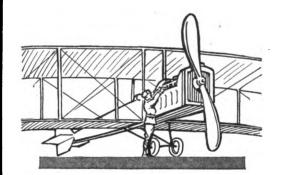
PATENTED No. 41 Kerosene Torch if you don't use good torches and furnaces. Why not use a make that is known the world over to give perfect satisfaction at reasonable prices?

If you have never tried the "ALWAYSRE-LIABLE" you surely do not

know their merits. Ask your friend mechanics why they will not use any other. There must be a good reason.

Write for a catalog which explains our line and then try some when you are again in need. You won't regret it.

OTTO BERNZ, Newark, N.J.

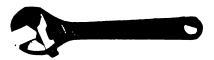


# Uncle Sam's Crack Corps

The Signal Corps and Aeronautical Division are made up of the keenest men in the Country's Service. Where feats of the greatest valor are a point of honor---where delay or uncertainty may change the fortunes of a nation---the Crescent Wrench has gained complete preference.

Its scientific construction makes possible quick, accurate work in the "tight" places. Crescent materials insure against failure in the most grueling service.

Crescent Tool Company
Jamestown, New York



this to continue. Therefore the following is offered as a suggested wording for a clause in

each city plumbing ordinance.

"The connections between soil pipe and any earthenware, porcelain, or enameled iron water closet shall be made with a solid brass floor plate, not less than 3-16-inch thick, soldered, screwed or calked to bend or pipe, and to which the closet flange shall be bolted. The joint shall be made gas and water tight by means of an asbestos graphite gasket. A paste of red and white lead may be used in addition to the above gasket.'

The adoption of such a provision by every municipality or every county health board, would work a hardship on no one, and it would benefit thousands who now unknowingly harbor a constant source of danger in their homes. WALTER G. WARD.

## UNIVERSALLY APPROVED

It is a verdict given White Pyralin bath room fixtures by owners, architects, jobbersin fact, everyone who has anything to do with bath room equipment.

These goods have been on the market for many years, and it is a line which is not only sure to please the plumbing trade, but owners are always enthusiastic when once Pyralin fixtures have been installed.

There are a number of imitations, and some claimed just as good, but the plumber assumes no risk in installing the genuine. Why "take a chance" with imitations which are "just as good" when the genuine and original costs no more and is sure to please everyone concerned?

#### HE KNEW HOPKINS

"Why not try Hopkins for a subscription to our fund?" asked the treasurer at the charity meeting.

'Hopkins?'' repeated the president. "No, I know Hopkins. He's like the letter P-first

in pity and last in help."

#### MASTER PLUMBERS OF CALIFORNIA HOLD INTERESTING CONVENTION

As mentioned in our last issue, the Annual Convention of the California Master Plumbers at San Diego was one of the most interesting and helpful that has ever been held.

A number of matters of interest to the trade

were discussed and acted upon.

President Hokom's report, read by Vice-President Heilbron, contained a number of suggestions and recommendations, among them being the following.

Sub-contracting—I believe our association should go on record as condemning sub-contracting and wherever possible the master plumber should deal directly with the owner or architect.

It is a well-known fact that the general contractor lives and receives his profit from the sub-contractor.

While we may go on record as favoring a resolution condemning sub-contracting, it would seem that it is largely a question for the individual master plumber. If he is loyal to himself and his fellow craftsmen and wishes to promote the welfare of our craft, he will avoid the general contractor as far as possible.

Comfort Stations-The preservation of the health of a community and common decency demand the erection of more comfort stations. Our association should again go on record as favoring more municipal lavatories for the convenience, comfort and health of our fellowmen.

The united support of men in our trade will go a long way towards making this a national movement for better and more comfort stations.

Note—President Hokom interrupting Vice-

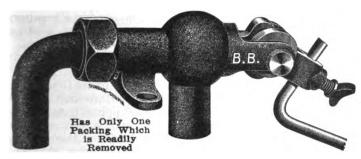
President Heilbron.

President Hokom: Mr. Haverty, an influential man in our city, advocated the establishment of comfort stations in Los Angeles, and during the last year, two comfort stations have been erected in Los Angeles. Wherever you are from you should use whatever influence you can to establish comfort stations in your town.



Some of the Delegates and their Families attending the Master Plumbers' Convention at San Diego.

## YOU GET THE SIMPLEST AND BEST B. B. HIGH PRESSURE BALL COCK COCK EVER MADE - AND YOU SPECIFY B. B. HIGH PRESSURE BALL COCK

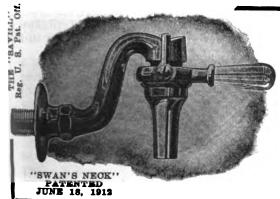


They can be had for top supply, bottom supply, end supply, bottom supply low down and high low down, with either rough or nickel plated nuts and tails, also that the tail piece can be had for lead pipe or threaded with any thread desired.

All sizes up to and including 4-inch carried in stock.

No Special Packing Eequired. Ground Joint Coupling, which is always tight. No hammering. Renewable Seat of Steam Metal. No Singing or Whistling. Roller Bearing Lever on Cam, Reducing friction to lowest amount.

BOSTON BRASS COMPANY Bacon and Plimpton St., Waltham, Mass.



## The Savill Swan Neck Faucet

The Original Quick Opening Perfect Sink Pancet ONLY faucet with all operating parts within basin.

If hands are soiled or holding something, faucet can be opened or closed just as easily with a finger, the wrist er arm.

Opens to full stream and shuts off in fraction of a minute.

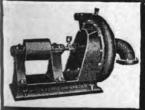
"SAVILL" Faucets are a profitable and most satisfactory Investigate now.

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Made in S. O. T. See A-5 Catalog.

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Inquire of your Local Dealer for full particulars



Everyone must agree that when it comes to pulchritude that no handsomer group of men and women could be found anywhere.



Secretary Firmin: If you will allow me, Mr. President. Right in this town ten years ago, we passed the first motion in regard to comfort stations; in other words, the first unit of concerted action came from California. At Pasadena, 1909, we passed a recommendation that the National Association of Master Plumbers of the U.S. should inaugurate a campaign advocating the installation of public comfort stations by municipalities throughout the United States. All have seen the result of the action taken by California ten years ago, this action being the result of the efforts of myself and others identified with the Master Plumbers' Association. We have seen great development in the progress of public comfort stations, and the reason I am interrupting is that I wish you to know that our California Association was the first to advocate comfort stations.

Mr. F. A. Heilbron, speaking for San Diego:

Gentlemen: I will say that we have a very fine station opposite this hotel on the plaza.

Note—Mr. Heilbron continues reading report.

If the campaign of education and publicity is successful, which it should be, it will mean the expenditure of millions of dollars for the erection of modern comfort stations.

Mr. Cosgrove, in an address before the Central Supply Association, estimated that if an average of two public comfort stations were built in cities of over 5000 population, it would require 10,000 stations and would cost from fifty to one hundred and fifty millions.

So any encouragement we give this movement for sanitary comfort stations will be profitable. It will also reflect credit upon our craft if we can get these beneficial stations for humanity. Our country is sadly deficient as regards comfort stations. I believe that in Eu-



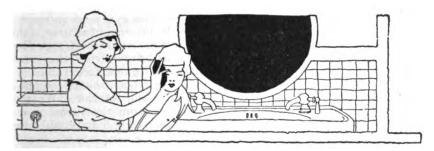
A "Closeup" of a Few of the State Executive Board of the Master Plumbers' Association, held at San Diego

Standing from left to right—Vincent W. Guercio, Assistant State Secretary, Los Angeles; Bernard A. Newman, State Vice-President, Fresno; Frederick A. Heilbron, State President, San Diego; Edgar B. Wright, member, Los Angeles; W. Herbert Graham, member, Oakland; T. Haverty, Los Angeles. Seated—Alexander Coleman, member, San Francisco; John Hokom, Past State President, Los Angeles; Mildred Dess. stenographer; John L. E. Firmin, State Secretary, San Francisco; Frederick A. Wilson, State Treasurer, San Francisco.

The young lady, while modestly put down as "stenographer," fully fills the position as Secretary Firmin's "right hand man"; we will venture that there is no similar association that has a more thoroughly

efficient secretary and assistant than the California Association.





It is good business to recommend Pacific Plumbing Fixtures, because the high standard that all Pacific Plumbing Fixtures must attain, assures satisfied customers.



## Plumbing Fixtures

Main Office and Show Room 67 New Montgomery St. San Francisco For Sale by All Jobbers

Factories Richmond and San Pablo California



The Mo. 1 Fire Pot. List Price Each \$13.60.

## It's Easy to Prove Our Claim

that the Clayton & Lambert Fire Pots and Torches have no equal where intense heat is desired. They are also distinguished for their fuel saving qualities and are therefore less expensive to operate than other makes. The C. & L. No. 1 Fire Pot is a profitable investment, as you begin to reap the profits as soon as you use it in the saving of time and fuel. It is the best coil fire pot ever placed on the market. Jobbers supply at factory price. Send for Catalog—it's free.

CLAYTON & LAMBERT MFG. CO. Detroit, Mich., U. S. A.

## SMOOTH-ON



IRON CEMENT No. 5

For making hub joints on cast iron soil pipes, gas and water mains.

EASY TO APPLY

Difficult joints quickly and easily made

SMOOTH-ON MFG. CO. Jersey City, N. J.

For Sale by Supply Houses

Sold in 1, 5, 10 and 25-lb. tins.

rope they have one for every 10,000 inhabitants in their large cities.

It became necessary for your president to accept service in the injunction proceedings brought against our National Association by the United States Court at Pittsburg. This injunction was granted by the court and made permanent that the national, state and local associations are enjoined from combining, conspiring or confederating to

(a) Hinder or prevent manufacturers and wholesalers from selling and shipping goods in

interstate commerce to any person.

(b) Hindering or preventing any dealer or other person from buying plumbing goods and supplies where and when he pleases.

(c) Restricting the demand or curtailing the field of operations of either buyers or

seller.

(d) Monopolize the business.

(e) Eliminate competition.

(f) Boycott any dealer, manufacturer, wholesaler, retailer or other user.

(g) Intimidate or coerce dealers into con-

fining trade or withdrawing trade.

(h) Issue black lists in any form. (This does not affect the use of the Red Book as a membership list and as directed in the amended by-laws.)

(i) Do any act in furtherance of such com-

bination, conspiracy or confederation.

It must also be noted that the violation of this decree by one group in one community will not affect an association or the individuals in any other community where the decree has not been violated.

The decree enjoins only the acts that a great majority of the associations and members deny having ever done and which all intend to avoid in the future.

This injunction does not prohibit the individual plumber from conducting his business as he may see fit, buying from whom he chooses, and selling or installing as he may elect.

#### Range Boilers

The plumbing trade has suffered no small loss from defective plumbing materials. Some manufacturers being very careless, turn out poorly constructed plumbing goods for master plumbers to experiment with and lose money thereby.

The manufacturers of range boilers are seemingly very careless in the construction of their product, often causing a master plumber serious loss consequent to improperly constructed boilers. Not only does the master plumber suffer a loss, but also the consumers; very often people of moderate means. In some instances that have come to my notice, these customers will spend the greater part of their lives in working and paying for their homes, and it is pathetic to have these people whom you might say, mortgage their very lives in purchasing their homes, find after a year or two

that they must replace a poorly constructed range boiler at no small expense.

The remedy for this evil, and it would be a lasting benefit to the manufacturer, jobber, plumber and consumer, would be for the boiler manufacturer to withdraw from the market, the poorly constructed galvanized range boiler of today, and to construct a heavy boiler and thoroughly galvanize the interior. We would then all be relieved from the losses now sequential to the defective and unreliable range boiler.

If the Jobbing and Plumbing Association would use their influence with the Boiler Manufacturing Association, I believe it would be possible to have this beneficial improvement in the manufacturer of galvanized range boilers.

But let me read you what the jobbers in our

part of the state say:

"The water pressure in different sections of Los Angeles varies enormously. There are also great variations in pressure at different hours of the day and night, the night pressure being very much greater than the day. We urge that the plumbing trade ascertain the maximum pressure before installing fixtures, as in the future we will assume no responsibility for material used where the maximum pressure exceeds 50 pounds unless the manufacturer specifically guarantees against a higher pressure. We recommend a more general use of pressure regulators where high pressure exists.

Respectfully,

H. R. Boynton Co.
A. H. Pusch Co.
N. A. Nelson Mfg. Co.
Harper & Reynolds Co.
F. B. Morton.
Holbrook, Merrill & Stetson.
Crane Co.
G. H. Turner Co."

Also let me read you what the boiler manu-

facturers say:

"Standard range boilers are guaranteed to be tight up to 85 pounds working pressure. Extra heavy range boilers are guaranteed to be tight up to 150 pounds' working pressure. All 'Naco' boilers are guaranteed as above. Expansion tanks are guaranteed to be tight up to 20 pounds' working pressure. Guarantees are against defects in material or workmanship and are good up to the time of installation and test only. These guarantees are to the extent of the cost of the boiler only, and do not include any allowance for replacement or consequential damages."

Important—Your attention is called to the fact that range boiler manufacturers are uniformly of the opinion "That the bulging of either head or bottom of a range boiler is proof that it has been subjected to unusual pressure, and the application of a direct flame from a gas-burner upon the bottom of a range boiler

## It's a Well Known Fact---

that BEATON & CORBIN Plates mean the newest and best in the world of plates. No. 10 is our newest model. For floor and ceiling. Made in cold rolled steel and brass, also nickel plated. Pipe gripping spring a new and clever device. Sizes % to 4 in. Accept only the genuine.

Plates carried by the leading plumbing and supply jobbers.

Catalog on Request
The Beaton & Corbin Mfg. Co.
Southington, Conn.

Pacific Coast Representative W. E. GILCHRIST



## **Garden Hose Valves**

O F

## Recognized Quality

Which command repeat orders for you.



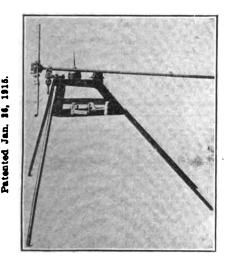
Sizes ½" to 2½" inclusive. Both bent and straight Hose Spout.

HAYS MFG. CO., Erie, Pa.

W. Erwin Gilchrist
Pacific Coast Representative
681 Market Street, San Francisco.

Lightness and Compactness counts for much in these days of efficiency. That is why thousands of plumbers are adopting the

## MARTIN



Write for our ten days free trial offer.

Fortable Vise Stand and Fipe Sender Light and easy to carry to the job. Detachable legs can be put in place in a few seconds. Angle of legs gives large base area. Bender has a capacity of % to % inch, and vise will hold pipe up to 2 inches.

H. P. MARTIN & SONS, P. O. Box 475 - Owensbero, Ky.

# Ears, Handles, Etc.







B. B. Turnbuckle



Guard Handle

Highest quality, finest finish, largest stock of all sizes and kinds to be found anywhere. Send for our Mo. 8 Catalogue showing a complete line of Handles, Ears, etc., Pipe Gutter Hangers, Hooks and a complete line of TIMMERS and ECOFERS' SUPPLIES.

## BERGER BROS. CO.

Office—229-231 Arch Street
Store—237 Arch Street
Warerooms and Factory—110-114 Bread St.

**PHILADELPHIA** 

is extremely detrimental to the boiler." We therefore advise that boilers with bulged head or bottom or boilers under which a gas-burner is placed are not subject for replacement or credit under any circumstances.

Your Executive Board discussed this important subject. Mr. Coleman calls attention to the serious condition now existing relative to "guarantees," especially as pertains to boilers. He points out that many years of practical experience has clearly proven that thoroughly reliable boilers can be made, and that in the proper interest of the public and of the plumber, a firm and outspoken protest ought to be made as an answer to the declarations set forth in the circular above copied.

Mr. Wright made the following recommendation, that it shall be the sense of the board that it shall recommend to the A. M. P. members that wherever possible, they shall install only such boilers as are fully guaranteed, the guarantee to cover the maximum in service pressure and for not less than one year, and that this guarantee shall be unconditional.

For the purpose of bringing about a proper and reliable understanding between the plumber and the manufacturer and wholesaler relative to the "Guarantee of Plumbing Goods in General," with the view of correcting the serious and growing evil of imperfect plumbing fixtures and supplies also, the chair appointed as a special committee on "Guarantees," this committee to report its findings at the next state convention, Messrs, Heilbron and Wilson as the Guarantee Committee.

The definition of modern business today, is Intelligent Industrial Activity, and the success in any line of endeavor, requires of its manager a superior knowledge in cost finding, bookkeeping and efficiency. If this be true the liability side of our problem as an association is the uneducated business man who is unversed in the conduct of his business, and as long as it remains a liability, the community in which that man operates will suffer, for some one must bear the loss.

Within the ranks of our craft are found a great number who are handicapped by a lack of business methods, and it is not at all astonishing that statistics show a high rate of failures.

The Federal Trade Commission after a thorough study as to the reason men fail in business, came to the conclusion that the cause of most failures was the lack of proper accounting, and the commission at once sent broadcast a simple form of bookkeeping for the small business man.

It should be the duty of our association, through its different locals, to give classes in accounting and business methods. Our National Association at its last convention held at Evansville, Ind., recommended that the membership take up this study.

The Current Price Bureau giving the net price as charged by the jobbers, and the selling price, was submitted to our Executive Board. It was brought to the attention of our board that these books were quite generally in use and they had proven very useful and educational, giving the master plumber a handy reference price book, which is kept up to date by this Current Price Bureau.

This report would not be complete if I failed to mention the efficient services of our learned secretary, John L. E. Firmin. Our secretary at all times has performed his duties, and has always done everything that possibly could be done to further our cause. Our National Association has been in existence for over 35 years, and our state association for the past 16 years, and today they are looked upon by other commercial organizations as being among the strongest and best associations among business men, and it is to men of John L. E. Firmin's type that credit must be given for the welding and holding together of our splendid organization.

In closing this report I wish to express my high appreciation of the ever ready, intelligent and hearty co-operation so unselfishly bestowed by each and every member of the State Executive Board.

## Hardware Dealers

Now is the Time to Canvas Your Trade for

#### STOVE REPAIRS

We Can Furnish You STOVE, RANGE and FUR-NACE Repairs for all makes promptly.

Send today for our Order Book and Catalogue. They will make money for you.

HOOVER STOVE REPAIR CO. 205 W. 20th Street Kansas City, Missouri

# PAINTS - STAINS - ENAMELS

The complete, compact, distinctive line in handy household cans—full-size, full-measure. **RETAILS** 15 **CENTS**—no larger sizes. Big Value for user; Big Profit for You. A popular seller with Hardware trade. Assortments contain all 29 colors; Display matter included. **Dealer's Assortment (30 Doz.)**...\$33.00 **Jobber's Assortment (12 Doz.)**...\$13.80 **Open Stock**, all colors, per gross...\$14.40 2% Freight allowance, F. O. B. N. Y. 2% Cash.

Write for Color Card, Circular and Booklet

## MoñTAUK PAINT Mro. Co.

169-173 Second Ave., BEOOKLYN---NEW YORK Townley Metal & Hdwe. Co., Kansas City, Mo. Pacific Wooden Ware & Paper Co., Oakland, Cal.



## THE PUBLIC DECLARES

Our No. 10 Floor and Ceiling Plate the best universally used. It is the most satisfactory, most reliable plate made. All we ask is that you try it once—then compare it to any other plate you've used. We're sure you'll agree with us that this No. 10 is the winner.

## THE BEATON & CADWELL MFG. CO. NEW BRITAIN, CONN.

New York Office and Store, 284 Water St. Pacific Coast Representative, Wm. P. Horn & Company, Rialto Bidg., San Francisco; Dekum Bidg., Portland; Hollenbeck Bidg., Los Angeles. Middle Western Representative, Harry Verbeck, 129 No. Clark St., Chicago, Ill. Western Canadian Agents, A. E. Hinds & Co., Chamber of Commerce, Winnipeg, Manitoba. Southwestern Representative, J. R. Devereux, 283 St. James Street, Montreal, Quebec.

## No. 204 Turner Torch



A strictly high grade torch sold under the maker's guarantee. If you want the best torches on the market for your work use the Turner.

No. 204, Quart Size, Each, \$7.60 List Ask for Catalog No. 4.

THE TURNER BRASS WORKS, Sycamore, III., U. S. A.



No. 32 Torch
List Price
Each \$8.00
Discount.....

## **Every Mechanic Knows**

his success depends upon his pleasing the person who is actually paying for the work. He must necessarily save both time and money and he can do this by using the C. & L. No. 32 Torch. The No. 32 Torch has no equal for indoor use or outside work in the wind. It is absolutely perfect. That is what you will say after you have made a careful examination of the construction of the No. 32 Torch for the burner produces a pure blue flame that is unequaled in heat intensity by any other make. Jobbers supply at factory price. Send for Catalog—it's free.

CLAYTON & LAMBERT MFG. CO, Detroit, Mich., U. S. A.

# Capoco Sanitary Vitreous Earthenware



can be purchased from any Jobber of Plumbing Supplies in the United States.

## Write for Special Catalog

Specify CAPOCO Ware for your Bath Room on particular jobs, whether it is a Closet Combination or Vitreous Lavatory.

## Camden Pottery Co.

Factory: Camden, N. J.

Philadelphia Office 1511 Sansome Street New York Office 95 Williams Street



## INSERTING "T" IN SERVICE LINE

Editor Questions and Answers:—We have a two-inch line of water pipe—an extension of the city water supply and said line extends for several blocks. It is galvanized pipe and when put in tees were only inserted where the service was then required. The section has rapidly built up and now many "cut in's" are necessary. Thinking we may not be performing the work in the most efficient manner we are writing you for some suggestions in the matter and trust to see your ideas in next issue of your valuable magazine. With best wishes for your success,

WOOD & COMPANY.

Buy a ratchet die stock if you do not have one. On a large amount of work it will pay for itself in short order. Keep your three wheel pipe cutter in first-class shape. By a little estimating you can figure out just the right amount of two-inch main to cut out each time and the main to be inserted with required tee can be made at the shop and all the threads worked up in good shape. It can even be pressure tested if any doubt exists as to its holding. One of the connections should have a long running thread and lock nut. Above scheme will enable you to cut in and complete quickly.

#### NORTHWEST ROOM DON'T HEAT

Editor Questions and Answers:—We have a home that is heated by a first-class hot air furnace. It is no trouble to heat all the house thoroughly in coldest weather except one room which is upstairs in the Northwest corner of the building. We have tried changing both the size and the slant of the hot air pipe leading to this room, but have not been able to get any improvement whatever in the heat for this one room. We have all modern improvements and should like to get fixed up on this one room. Thinking you might be able to offer some ideas of merit, shall watch for same in your paper.

JOHN BENNAGE.

If you have electric lights and a small electric fan we believe that you can easily force the heat through the obstinate hot air pipe, by placing the fan inside the pipe and turning on fan when heat is required. Such a proceeding would not be very costly as these fans cost a few cents to operate a whole week. At any rate the experiment is worth trying if you are properly equipped. We know several cases where it has done wonders.

## HEATING JOB "HAMMERS" AND RADIATORS FLOODED

Editor Questions and Answers:—We have a large steam heating job to overhaul. The building is about 350 feet long and the boiler is located about in the middle. Two runs leave the boiler and pitch away from said boiler at the end of each run the mail is dripped and a wet return from each back to boiler. In operation the water is frequently out of the water glass and the radiators, many times fill with water and pound. Suggestions are in order. CHABLES ELLWOOD.

Possibly the steam mains are too small for the amount of radiation supplied. You should have supplied us with the data and then we could have given you an estimate. However, we can give you a good remedy that will not be costly and at the same time we believe it will cure the job. Bleed the steam mains close to the boiler. Run a pipe from steam main into the return of boiler, or better still, you probably have one or two plugged return openings in the bottom of boiler. Use these, we believe that this will drip the main and give you enough dry steam for the radiators.

## SLUGGISH HOT WATER JOB

Editor Questions and Answers:—I put in a hot water job in a 12-room house using the open tank system and plenty large pipe, I thought. Now while the job heats all right, and a plenty too even in cold weather, it requires four or five hours to get up required amount. So if you can help me out in this matter I would greatly appreciate it. I get many very good suggestions from your magazine and would not like to be without it for several times its cost each year.

THOMAS KERRIGAN.

Your job can be quickly and easily cured by that sick cure known as the hot water pressure accumulator. There are several good appliances in the market. These are so connected to the system that an extra pressure of about fifteen pounds is generated which quickens the circulation—just what you require. Write us for the names of several firms which we shall be glad to send you, or write your particular jobber and have him fill your needs.

## CEILING PLATES SLIDE DOWN

Editor Questions and Answers:—I notice that many of the heating jobs after they have been installed a while, the ceiling plates slide

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out of place more or less and have to be re-set each season. Do you know if any remedy for such a case or have you ever heard this kick before?

R. B. B.

We have seen the same state of affairs very often and likewise listened to various kicks on the subject. The ceiling plates are forced from position in such cases because they are secured to the pipe and the pipe expands, and in so doing it pushes the plates out of position. have found that if the ceiling plates are secured to the ceiling instead of the pipe, that they will always stay in place. In such a case the pipe expands through the plate and does not affect its position. Try this idea out on your next job and see how it works. While it may be a little more trouble to first place the ceiling plates in this manner, it will save a whole lot of trouble later on and secure more satisfied customers.

## THE COATING OF WATER PIPE

Editor Questions and Answers:-Is there any particular patent on the coating material that is placed on cast iron soil and water pipe? Will you tell me what this substance is and how it is applied. APPRENTICE.

There are several patented coatings on the market we believe the formula of which is kept secret. Much of the pipe, however, is coated with a preparation which has been in use many years and which, as results have shown, seems to have stood the test well. This preparation is simply boiling coal pitch with the naphtha compounds all taken out. If sewer pipe scales it shows that there was rust on the pipe when it was dipped. If the pipe is dipped while it is hot and fresh from the moulds, the compound will stick. We have seen such pipe that has been in use for over 25 years and the pipe was to all appearances, just as good as it was the day it was first put into the ground. We have also read of pipe which has been in the ground for a much longer period and still stood the test and hence conclude that the above covering is mighty good.

W. P. McArthur, 4674 Kingswell Ave., Los Angeles, Cal., has secured the contract for \$12,-500 for the plumbing and steam heating in the Sumners Apartment building being erected at Ocean Park.

Phelps & Son, plumbers at Pendleton, Oregon, are enlarging their shop, and will add to their stock. Business is reported as quite good.

Victor Aho, Red Lodge, Montana, has secured the contract for installing the heating plant and plumbing work in the New Bridger-School Building at Bridger, Montana, amounting to \$5000.

## When Better Pipe Dies are Made They will be Made in the Nye Shop



In the Nye Shop

I don't know any other business but die making. It is a side line with a lot of people, but with me it is the whole thing.

Every bit of pep, every bit of money I have is concentrated right in this one little line, and I have won with it and you will win with it, if you sell Nye Dies, or use them in your work.

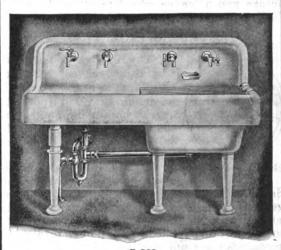
I could not afford to spend the money I do, advertising my dies if they were not worth all I ask for them, and then some. Do I get that order?

some.



MIND YOU, ON ABSOLUTE PREE TRIAL Nye The Die Man

The Nye Tool & Machine Works 108-128 N. Jefferson St., Chicago, Ills.



G-302

Sink and Laundry Tray Combinations are both handsome and practical. Ask for Catalog "G" and Second Supplement illustrating the entire line.

The Cahill Iron Works CHATTANOOGA, TENN.

NEW YORK

PHILADELPHIA

San Francisco office, 1749 Sacramento St. Chas. H. Stanyan, Sales Agent

Kept in stock by H. A. Heppner & Co. Pirst and Pine Sts., Portland, Ore.

#### WHICH ARE YOU!

There are two kinds of people on earth today, Just two kinds of people, no more, I say. Not the sinner and saint, for 'tis well under-

stood

That the good are half bad and the bad are half good.

Not the rich and the poor, for to count a man's wealth

You must know the state of his conscience and health.

Not the humble and proud, for in life's little

Who puts on vain airs is not counted a man. Not the happy and sad, for the swift flying years

Bring each man his laughter and each man his tears.

No; the two kinds of people on earth that I mean

Are the people who lift and the people who lean.

Wherever you go you will find the world's masses

Are always divided in just these two classes.

And oddly enough you will find, too, I wean, There is only one lifter to twenty who lean. In which class are you? Are you easing the

Of overtaxed lifters who toil down the road, Or are you a leaner who lets others bear Your portion of labor and worry and care?

## A READY SELLING ARTICLE



The Nu-Sink preparation, which is designed to make new kitchen drain boards, is an article that will appeal to every housewife, and one that is meeting with a ready sale wherever it has been introduced.

Reg. U. S. Pat. Off. It was invented and is manufactured by the Nu-

Sink Co., 263 I. W. Hellman Building, Los Angeles, Cal., and in that territory alone is being sold by some 250 merchants, among whom are the largest department and house furnishing stores, who are not accustomed to handling a product unless it has been thoroughly demonstrated and proven to their satisfaction.

Practically 90% of the kitchen drain boards used in every building are disfigured, stained, spotted and water-soaked. All sorts of enamels, paints, varnishes and other coatings have been tried without success. They are not hard or tough enough to withstand the punishment that a drain board receives, as they will chip or scale off.

The Nu-Sink Co. experimented for a number of years with their product, and it was not

placed on the market until it was thoroughly tried.

Being impervious to boiling water and standing an ordinary amount of heat, it will not chip or peel.

Their goods are sold under an absolute guarantee that they will be as represented, and it only needs a demonstration to convince any housewife of its merits.

The Nu-Sink Co. will be glad to give full information to any of our readers upon request.

## RHODE ISLAND UNIONS

Every plumber and fitter knows the advantage of having a properly made and tight union. Probably more trouble results from loose connections or leaky unions than almost anything with which the plumber has to contend.

The Rhode Island Fittings Co., Hillsgrove, R. I., have placed on the market the Rhode Island Union with a specially constructed bronze seat which permits no leaks. They are made for steam, water, gas and oil—has been tested and approved by the Underwriter's Laboratory.

A plumber can install these with the satisfaction of knowing there will be no come backs, no trouble, that they will please his customer, and

give satisfaction in every way.

An interesting story is told by the Rhode Island Fittings Co. in their booklet, which they will be glad to send to any of our readers upon request, by addressing the Rhode Island Fittings Co., Hillsgrove, Rhode Island, or their Pacific Coast sales representative, W. E. Gilchrist, Monadnock Bldg., San Francisco, Cal.

Victor Aho, Red Lodge, Montana, has secured the contract for installing the heating plant and plumbing work in the New Bridger School building at Bridger, Montana, amounting to \$5000.

The new draft had just arrived in France and the men were exchanging notes with the old hands.

"Do they feed you well out here?" asked one of the raw hands.

"Oh, not at all bad," replied the campaigner—"not at all bad! Good breakfast and good dinner and always pudding after dinner."

"Pudding—eh? What kind of pudding to-day?"

"Oh, the usual kind—windmill pudding!"
"Windmill! What sort of pudding is that?"

"Why, if it goes 'round you get some."

#### A BIG DIFFERENCE

He—Of course there's a big difference between a botanist and a florist.

She—Is there really?

He—Yes; a botanist is one who knows all about flowers, and a florist is one who knows all about the price people will pay for them.



## NEW YORK WHOLESALE CUR-RENT PRICES

(Prices are revised up to the time of going to press, but are subject to change without notice.)

Vegetable Oils. 

Lead. White lead, basic carbonate, American dry, lb. 11c. White lead in oil (100-lb. pkgs. or over), 12% c. White lead, English, in oil, 12% c. White lead, basic sulphate, 11c. Litharge, American, powdered, 12% c. Litharge, English glassmakers', 10c. Red Lead, American, 13c. Red lead in oil, 13% c.

Dry Colors.

Green, Common, 8@10c.
Reds, Venetian red, 2%@4c.
Reds, Oxide red, 4%@15c.
Rosin, \$6.40@6.50.

	-, 40.00	g	٦٠.	Window G	lass.		
Unit	ed B	Tac	ket		s	ingle	
inche	18	size	8	AA	A	В	σ
25	6x8	to	10x15	885.00	8 80.00	8 28.50	\$ 28.00
84	11x14)	to	14x29	86.50	81.00	80.00	29.00
	12x18)						
40	10x26	to	16x24	89.00	88.00	81.00	80.00
50	18x22)	to	20x30	42.50	87.00	84.00	
	20x20)						
54	15x86	to	24x80	44.00	88.00	85.00	
60	26x28	to	24x86	45.00	40.00	86.00	
	26x84)						
70	28x82)		80x40	48.00	48.50	89.00	
	80x80)						
80	82x88	to	80x50	54.00	49.50	48.50	
	84x86						
84	80x52	to	80x54	57.00	52.50	47.00	
180	40x86	to	40x90				
25	6x8	to	10x15		46.60	40.50	88.50
84	11x14)	to	14x20		50.00	44.50	42.00
	12x18	)					
40	10x26	to	16x24		55.00	48.50	44.50
50	18x22)	to	20x80		61.00	54.50	51.00
	20x20	)					
54	15x86	to	24x80		62.50	56.00	52.00
60	26x28	to	24x86		64.00	57.00	52.50
	20x84)						
70	28x82)	to	80x40		68.00	61.00	56.00
	80x80)	1					
80	82x88	to	80x50		78.00	66.50	60.50
	84x86						
84	80x52	to	80x54		74.50	68.00	62.00
90	80x56	to	84x56		78.50	72.00	66.50
94	34x58	to	84x60		88.50	<b>72.00</b>	66.50
100	86x60	to	40x60		98.00	85.00	80.00
105	40x62	to	40x64		194.50	178.50	168.00
110	40x66	to	40x70		216.00	200.00	186.50
115	40x72	to			242.50	221.00	208.00
Unit		rac				ouble	
inch		size				. A	В
120	40x76		40x80		\$285.00	<b>\$2</b> 58.50	\$245.00
125	40x82		40x84		812.00	285.50	272.00
180			40x90		889.00	812.50	299.00
	hha nA	itio	nal 10	ner cent	will he	charged	for all

An additional 10 per cent will be charged for all glass more than 40 inches wide. All sizes over 52 inches in length, and not making more than 81 united inches, will be charged in the 84 united inches bracket. All glass 54 inches wide or wider, not making more than 116 united inches, will be charged in the 120 united inches bracket.

All fractional sizes not listed take the list of next larger listed size plus 10 per cent. On the first three brackets of A quality, single strength, discounts are 88 per cent. On first three brackets B quality, discounts are 90 per cent. On other sizes discounts are 87 per cent. On double strength discounts are 88 per cent, on A quality, and 89 per cent on B quality.

## PACIFIC COAST PRICES

Linseed Oil.

(Basis 7½ lbs. per gallon.)
Strictly Pure Raw Linseed Oil in bbls., \$1.32 per gal. Strictly Pure Raw Linseed Oil in cases, \$1.39 per gal.

Strictly Pure Boiled Linseed Oil in bbls., \$1.34 per gal. Strictly Pure Boiled Linseed Oil, cases, \$1.41 per gal. 5 bbl. lots, 1c less.

Note—Owing to increased cost of packages the advance in cases will be 7c per gallon over bbls, instead of 5c as heretofore.

#### Turpentine.

(Basis 7 lbs. per gallon.) 10 case lots le less.

Pioneer White Lead. (Strictly Pure, in Wood or Steel Kegs.)

Less than 500 lbs. .....141/4 c 25-lb. or 50-lb. kegs-Net weight, 4c higher than

above price.
12½-lb. kegs, net weight, ½e higher than above price.

25-lb. tin pails, ½c higher than above price.
12½-lb. tin pails, 1c higher than above price.
1 to 10-lb. cans, 2½c higher than above price.
Dry White Lead in barrels, 1 ton and over, 13¾c.
Dry White Lead in kegs of 30 and 60 lbs. each, less than 500 lbs., 141/4 c.

#### Red Lead and Litharge.

1 ton and over, at one purchase in 100-lb. kegs, net weight 14c. 500 lbs. and less than one ton, 100-lb. kegs, net

weight 141/4c.

Less than 500 lbs., in 100-lb. kegs, net weight, 25 or 50-lb. kegs-Net weight per lb., 1/4 e higher

than above prices.
12½-lb. kegs, net weight per lb., ½c higher than above prices.

Why will dealers sell twenty-five dollars worth of goods on credit to men to whom they would not think of loaning five dollars?

#### LET US HELP YOU.

The mission of the World is one of help to its subscribers.

It is the endeavor to make each issue of the greatest possible helpfulness.

This does not constitute the extent of its service. We want every subscriber to feel that it is his privilege to make the World useful to him in every possible way. In the conduct of every mercantile business perplexing problems arise; let us solve them for you. If we do not know the solution we will find some one who does.

Do you want to know where some certain line of goods is manufactured or from whom it can be secured? Write us.

Do you want to know more about certain lines of goods or about the standing and reliability of the concern handling them? We will try and give you accurate information.

Let us help you.

Write to The World for information which you desire upon any subject. It is yours for the asking.



## **Retail Selling Prices**

The following retail selling prices are used by merchants in some of the large cities and are offered as a suggestion to retail merchants in smaller towns and cities where they do not have the opportunity of checking up their prices often. In many instances, owing to keen competition, these prices will be found low. In communities removed from the larger cities, transportation charges should be added. We do not believe these prices will be found high. Many merchants use them as the MINIMUM price at which goods are sold, especially where competition is close. We will be glad to receive suggestions and corrections as to any prices quoted herein and of any items not mentioned. Our service department will be glad to give any assistance.

AMMUNTION— Black Seakle, B. B. Capp	1 3/3/T3/TMT 0 3/		4. 01 4.02		
B. Caps	AMMUNITION—  Dim Fire—  Black	Qmkla	41 Short Colts 1.20	0 1.85	40.73 Win. SP&MC 1.50
22 Short, H. P. 35 30 38 4 William 1.50 1.50 1.50 2.00 45 William 1.50 1.50 2.00 1.50 2.00 1.50 2.00 1.50 2.00 1.50 2.00 1.50 2.00 1.50 2.00 1.50 2.00 1.50 2.00 1.50 2.00 1.50 2.00 1.50 2.00 1.50 2.00 1.50 2.00 1.50 2.00 1.50 2.00 1.50 2.00 1.50 2.00 2.00 1.50 2.00			44 S. & W. American. 1 60	0 1.03	40.82 Win SP&MC 1.50
22 Short H. P. 35 35 44 S. W. Special 1.50 2.00 40 Cin. Mod. 95 SPå 1.55 22 Long, H. P. 35 40 44 William or 44-40 EPÅ 2.00 44 40 William or 44-40 EPÅ 2.00 44 50 William or 44-40 EPÅ 2.00 44	C. B. Caps		44 D. OF W. KUSSISH 1.0	5 1.80	401 Win. Self Ldg SP&
22   Long Riff   1.0   3.5   3.6   4.6   4.6   5.6   4.7	22 Short		44 S. & W. Special 1.80		MC 1.35
## Will F. H. P. 50	22 Short, H. P30		44 Win. or 44-40 Ld.	•	
## Will F. H. P. 50	22 Long H P 35		A4 Win or 44.40 SDA	0	
### ### ### ### ### ### ### ### ### ##	22 Long Rifle		MC Rullets	2.00	45-00 Will 1.15
### ### ### ### ### ### ### ### ### ##	22 Long Rifle, H. P 40		44 Win. or 44-40 Hi.	. 2.00	45-70 Win. 405 Gr. Ld. 1.25
### ### ### ### ### ### ### ### ### ##	22 S. & W. Long85	.40	Vel. SP&MC Bullet	. 2.05	45-70 Win. 405 Gr. SP&
22 Rem. Auto. H. P. 5.55 22 Rem. Auto. H. P. 5.55 23 Short Stevens H. F. 56 25 Stevens H. F. 56 25 Stevens H. F. 56 26 M. M. Short Range 27 Rem. Auto. H. P. 5.55 28 Short Stevens H. F. 56 29 Short Stevens H. F. 56 20 Stevens H. F. 56 21 Short Stevens H. F. 56 22 Short Stevens H. F. 56 23 Short Stevens H. F. 56 24 Short Stevens H. F. 56 25 Stevens H. F. 56 26 M. M. Short Range 27 Rem. Stevens H. F. 56 28 Short Stevens H. F. 56 29 Stevens H. F. 56 20 Stevens H. F. 56 20 Stevens H. F. 56 21 Stevens H. F. 56 22 Stevens H. F. 56 23 Short Stevens H. F. 56 24 Stevens H. F. 56 25 Stevens H. F. 56 26 Stevens H. F. 56 27 Stevens H. F. 56 28 Short R. F. 56 29 Stevens H. F. 56 20 Stevens H. F. 56 21 Stevens H. F. 56 22 Stevens H. F. 56 23 Stevens H. F. 56 24 Stevens H. F. 56 25 Stevens H. F. 16 25 Stevens H. F. 56 26 Stevens H. F. 56 27 Stevens H. F. 56 28 Stevens H. F. 56 29 Stevens H. F. 56 20 Stevens H.	22 Extra Long 1.00		44 Game Getter 1.5	5 1.75	MC 1.50
22 Rem. Auto. H. P. 5.55 22 Rem. Auto. H. P. 5.55 23 Rort Stevens H. F. 56 25 Short Stevens H. F. 56 25 Short Stevens H. F. 55 25 Stevens H. P. 56 26 M. M. Short Range 27 H. P. Short S. P. M. 56 28 Short R. P. 56 29 Stevens H. P. 56 20 M. M. Short Range 20 M. M. Maurer SPAMC 20 M. M. Maurer SPAMC 21 M. M. Maurer SPAMC 21 M. M. M. Maurer SPAMC 21 M. M. M. Maurer SPAMC 22 M. M. M. Maurer SPAMC 23 M. M. Maurer SPAMC 24 M. M. Maurer SPAMC 25 M. M. Maurer SPAMC 26 M. M. Maurer SPAMC 27 M. M. Maurer SPAMC 28 M.	22 W. K. F		44 Webley 1.8:	5	
22 Rem. Auto. H. P. 5.55 22 Rem. Auto. H. P. 5.55 23 Short Stevens H. F. 56 25 Stevens H. F. 56 25 Stevens H. F. 56 26 M. M. Short Range 27 Rem. Auto. H. P. 5.55 28 Short Stevens H. F. 56 29 Short Stevens H. F. 56 20 Stevens H. F. 56 21 Short Stevens H. F. 56 22 Short Stevens H. F. 56 23 Short Stevens H. F. 56 24 Short Stevens H. F. 56 25 Stevens H. F. 56 26 M. M. Short Range 27 Rem. Stevens H. F. 56 28 Short Stevens H. F. 56 29 Stevens H. F. 56 20 Stevens H. F. 56 20 Stevens H. F. 56 21 Stevens H. F. 56 22 Stevens H. F. 56 23 Short Stevens H. F. 56 24 Stevens H. F. 56 25 Stevens H. F. 56 26 Stevens H. F. 56 27 Stevens H. F. 56 28 Short R. F. 56 29 Stevens H. F. 56 20 Stevens H. F. 56 21 Stevens H. F. 56 22 Stevens H. F. 56 23 Stevens H. F. 56 24 Stevens H. F. 56 25 Stevens H. F. 16 25 Stevens H. F. 56 26 Stevens H. F. 56 27 Stevens H. F. 56 28 Stevens H. F. 56 29 Stevens H. F. 56 20 Stevens H.	22 1903 Win Anto		45 Wehley 1.20	¥	
22 Sem. Auto. H. P	22 1903 Win. Auto H. P.		45 S. & W 2.0	5	45-90 Win. SP&MC 1.50
25 Short Shevens H. P. 30 25 Shevens H. P. 30 25 Shevens H. P. 30 25 Shevens H. P. 30 26 M.M. Short Range 37 Short R. F. 35 38 Short, R. F. 35 39 Short, R. F. 35 30 Short, R. F. 35 30 Short, R. F. 35 30 Short, R. F. 36 31 Short, R. F. 36 32 Short, R. F. 36 33 Short, R. F. 36 34 Short, R. F. 36 35 Short, R. F. 30 36 M.M. Short Range 37 Short Range 38 Short, R. F. 30 38 Short, R. F. 30 39 M.M. Mauser SPAM 30 Long R. F. 1.00 41 Swiss 41 Long R. F. 1.00 41 Swiss 41 Long R. F. 1.00 41 Swiss 42 Short Range 43 Short Range 44 Marbles Game Getter 1.45 45 Long R. F. 1.00 41 Swiss 40 M.M. Mauser SPAM 41 Long R. F. 1.00 41 Swiss 40 M.M. Short Range 41 Long R. F. 1.00 41 Swiss 40 M.M. Short Range 41 Long R. F. 1.00 41 Swiss 40 M.M. Short Range 41 Long R. F. 1.00 41 Swiss 40 M.M. Short Range 41 Long R. F. 1.00 41 Swiss 40 M.M. Short Range 41 Long R. F. 1.00 42 Short Range SPAM 42 Short Range SPAM 43 Short Range SPAM 44 Marbles Game Getter 1.45 45 Long R. F. 1.00 46 Short Range SPAM 45 Long R. F. 1.00 46 Short Range SPAM 45 Long R. F. 1.00 47 Short Range Long 47 Short Range Long 48 M.M. Manalicher SPA 40 Long R. F. 1.00 41 Swiss 40 Long R. F. 1.00 40 Long R. F. 1	22 Rem. Auto		45 Colts 1.80	0 2.00	45-90 Win. Hi Vel. SP&
25 Stevens P	22 Rem. Auto. H. P		45 Colts Automatic	. 2.40	MO 1.60
25 Stevens P	25 Short Stevens		Kille Cartridges—		
Second   S	25 Stevens		6 M-M SPAMC		Shot Cartridges—
Second   S	07 C4 17 D 00		6 M-M Short Range	. 1	22 Long
MC   Section	32 Short, R. F55		SP&MC	. 1.60	44 Win. Wood End 1.45 1.05
MC   Section	32 Long, R. F65			. 1.70	
MC   Section	32 Ex. Long R. F95		7.05 M·M Mauser SP&	1 70	40-82
MC   Section	88 Long R F 1.00		8 M-M Manner SPAMC		45-70 1.85
MC   Section	41 Short, R. F85		8 M. Mannlicher SP&	. 1.10	
MC   Section	41 Long R. F 1.00		MC	. 1.70	22
25-26 or other Spencer   25-21 Stevens SPEAMC   75   95	41 Swiss		9 M-M Mannlicher SP&		02 B. 66 W
Colts   Aut.   SPAMC   1.0   2.2	44 Flat Henry R. F 1.80	•••	25.21 Steman CD&MC		Cans and Primers—
ridges   10% case lots   23			25-25 Stevens SPLANC 7		
ridges   10% case lots   23			25-36 Marlin SP&MC		
Pistol Sizes   22 Win. S. Shot.   1.20   1.50   22.15 Sievens, Ld. Bull 1.45   1.65   250.300 Sav. F&MC   1.00   2.20	ridges. 10% case lots.	CMI	25 Rem. SP&MC		Primers, 100 in box35
22-15 Stevens	Pistol Sizes—		95.95 Win QDAMO	. 1.15	
280 Stevens, Jd. Bull 1.45	22 Win. S. Shot 1.20	1.80		4 4 -	
280 Stevens, SP&MC 1.43	22-15 Stevens55	1.95	280 Ross Win & HMC		
25-20 Mod 92 Ld. Bul 1.30 1.55 30 30 Short Range Lead 1.05 28 Ga. 4 to 7 80 28 Ga. 4 to 7 80 30 30 Short Range Lead 1.05 28 Ga. 4 to 7 80 30 30 Short Range Lead 1.05 28 Ga. 4 to 7 80 30 Short Range Lead 1.05 28 Ga. 4 to 7 80 30 Short Range Lead 1.05 28 Ga. 4 to 7 80 30 Short Range Lead 1.05 30 Short Range Lead 1.05 30 Short Range Lead 1.05 30 Short Range	25-20 Stevens, Ld. Bul 1.45	1.00	280 Ross. Ross make	. 2.20	10 Ga. 1 to 10 1.20
25-20 Mod 92 Ld. Bul 1.30 1.55 30 30 Short Range Lead 1.05 28 Ga. 4 to 7 80 28 Ga. 4 to 7 80 30 30 Short Range Lead 1.05 28 Ga. 4 to 7 80 30 30 Short Range Lead 1.05 28 Ga. 4 to 7 80 30 Short Range Lead 1.05 28 Ga. 4 to 7 80 30 Short Range Lead 1.05 28 Ga. 4 to 7 80 30 Short Range Lead 1.05 30 Short Range Lead 1.05 30 Short Range Lead 1.05 30 Short Range	hullet	1.75	CT & MC	. 2.40	
25-20 Mod 92 Ld. Bul. 1.80   1.55   30 8hort Range Lead   1.05   28 Ga. 4 to 7	25-20 Mod 92 SP&MC		80-80 SP&MC	. 1.30	12 Ga. 1 to 10 1.00
25-30 Mod bullet	bullet		30-30 Miniature MC		20 Ga. 1 to 10
SP&MC bullet	25-20 Mod 92 Ld. Bul. 1.80	1.55	30 Rem SP&MC		
25   Colts   Aut.   SP&MC	25-20 Mod 92 Hi vei	1 70	303 Sav. SP&MC		
bullet	25 Colta Ant. SPAMC	1.10	303 Sav. Min. MC		10 Ga. Ball, Buck, BB 1.35
So Borchart, SP&MC Bul.   2.10   30 Mauser, SP&MC Bul.   2.10   30 Mauser, SP&MC Bul.   2.10   30 Spgrid 03 Rimless   5P&MC Bullet   2.10   30 Spgrid 06 Rimless   5P&MC Bullet   2.10   30 Spgrid 06 Rimless   5P&MC Bullet   2.10   30 Spgrid 06 Rimless	bullet	1.30	303 Sav. Short Range		10 Ga. 1 to 10 1.30
SP&MC   SP&MC   Sullet   SP&MC   Spgfld   06   Rimless   Spgfld	80 Borchart, SP&MC Bul	2.10	Lead	. 1.05	
80 Mauser in clips, SP & MC Bullet	30 Luger, SP&MC Bul	2.10	SP&MO	1 95	16 Ge Rell Ruch & RR
SP&MC   Sullet   SP&MC   SP&	30 Mauser, SP&MC Bul	2.10	30 Spgfld 06 Rimless	. 1.65	to 10
S2 S. & W. Met. Pt	&MC Bullet	.95	SP&MC	. 1.85	
Same   Colts   Same   Colts   Same   Colts   Same	32 S. & W		30-220 Win, or Krag		28 Ga. 4 to 8 1.00
Same   Colts   Same   Colts   Same   Colts   Same	32 S. & W. Met. Pt		SP&MC	. 1.75	
Same   Colts   Same   Colts   Same   Colts   Same	32 S. & W. Long 1.00		Mid Range SP&MC	1.55	
22 Long Colts	32 Short Colts 90		303 British SP&MC		to 10
Pol. Pol.   Po	32 Long Colts 1.00		32 Rem. SP&MC		12 Ga. Buck, Ball & BB
Pol. Pol.   Po	32 Colts New Pol. or		32 Win. Self Ldg SP&		to 10 1.20
Sum or 32-20   Lead   Sp&MC	Pol. Pos 1.00		MC CDANO		16 & 20 Ga. Buck, Ball
bullet	32 Colts Auto. SP&MC	1.45	32-40 Lend 05		12 Ge 814 Drem or 28
32 Win. or 32 20 SP   32 40 Hi Vel. SP&MC   1.30   1.30   1.30   32 Win. or 32 20 High   32 40 Miniature MC   1.25   32 40 Miniature MC   1.25   33 Win. SP&MC   1.70   33 Win. SP&MC   1.70   35 S. & W. Aut. SP or MC   1.45   35 Win. SP&MC   1.45	hullet	1.55	32-40 SP&MC		Gr 1.20
or MC 1.60 32-40 Short Range Lead 1.00 and Arrow.  2 Win or 32-20 High Vel. SP or MC 1.70 33 Win. SP&MC 1.70 1.55 Empty Paper Shells—Black Pow—  32-40 Miniature MC 1.25 Empty Paper Shells—Black Pow—  33 Win. SP&MC 1.70 1.50 1.50 1.50 1.50 1.45 10 Ga. per 100 1.55 1.50 10 Ga. per 100 1.60 1.50 10 Ga. per 100 1.80 1.50 10 Ga. pe	32 Win. or 32-20 SP		82-40 Hi Vel, SP&MC	. 1.80	Case lots or more 7% off on Leader
Secolar New Pol. or Pol. Pos. M. P 1.10 1.25 Secolar New Pol. or Pol. Pos. M. P 1.10 1.25 Secolar New Pol. or Pol. Pos. M. P 1.10 1.25 Secolar New Pol. or Pol. Pos. M. P 1.10 1.25 Secolar New Pol. or Pol. Pos. M. P 1.10 1.25 Secolar New Pol. or Pol. Pos. M. P 1.10 1.25 Secolar New Pol. or Pol. Pos. M. P 1.10 1.25 Secolar New Pol. or Pol. Pos. M. P 1.10 1.25 Secolar New Pol. or Pol. Pos. M. P 1.10 1.25 Secolar New Pol. or Pol. Pos. M. P 1.10 1.25 Secolar New Pol. or Pol. Pos. M. P 1.10 1.25 Secolar New Pol. or Pol. Pos. M. P 1.10 1.25 Secolar New Pol. or Pol. Pos. M. P 1.10 1.25 Secolar New Pol. or Pol. Pos. M. P 1.10 1.25 Secolar New Pol. or Pol. Pos. M. P 1.25 Secolar New Pol. or Pol. Pos. M. P 1.25 Secolar New Pol. or Pol. Pos. M. P 1.25 Secolar New Pol. or Pol. Pos. M. P 1.25 Secolar New Pol. or Pol. Pos. M. P 1.25 Secolar New Pol. or Pol. Pos. M. P 1.25 Secolar New Pol. or Pol. Pos. M. P 1.25 Secolar New Pol. or Pol. Pos. M. P 1.25 Secolar New Pol. or Pol. Pos. M. P 1.25 Secolar New Pol. or Pol. Pos. M. P 1.25 Secolar New Pol. or Pol. Pos. M. P 1.25 Secolar New Pol. or Pol. Pos. M. P 1.25 Secolar New Pol. or Pol. Pos. M. P 1.25 Secolar New Pol. or Pol. Pos. M. P 1.25 Secolar New Pol. or Pol. Pos. M. P 1.25 Secolar New Pol. Or 1.35 Secolar New Pol. Or	or MC	1.60	32-40 Short Range Lead		and Arrow.
35 S. & W. Aut. SP or MC	32 Win or 82 20 High	1 70	32.40 Miniature MO		12 18 20 Ge ner 100 150
38 S. & W.       1.10       1.25       MC       2.35       Nitro Club—         38 S. & W.       Met. Pt.       1.35       35 Mod. 1895 SP&MC       1.85       12, 16, 20, 28 Ga. per       1.80         38 S. & W.       Spec.       1.35       1.50       351 Win. Self Ldg       2.75       100       1.80         38 S. & W.       Spec.       1.60       38.55 Lead       1.15       1.60       2.10         38 Colts New Pol. or Pol. Pos.       1.10       1.25       38.56 Lead       1.15       1.60       1.60       2.8 Ga. per         38 Colts New Pol. or Pol. Pos.       1.10       1.25       38.56 Lead       1.15       1.60       1.60       2.16       2.0         38 Short Colts       1.10       1.25       38.70 Lead       1.25       Berpity Brass Shells—             Empty Brass Shells—             Empty Brass Shells—             28. box 25       2.75         NOTE—10% off Pistol Cartridges—500 lots or more.       38.72 Lead       1.20       1.50       28, box 25       2.10         Center Fire Pistol Cartridges—500 lots or more.       40.60 Win Lead       1.15       1.50       28, box 25       2.10         38 Colts Aut. SP&MC       2.00       40.60 Win SP&MC       1.15       1.55       Black Edge, Reg., box <td< td=""><td>Vel. SP or MU</td><td>1.70</td><td>35 Rem. SP&amp;MC</td><td></td><td></td></td<>	Vel. SP or MU	1.70	35 Rem. SP&MC		
38 S. & W.       1.10       1.25       MC       2.35       Nitro Club—         38 S. & W.       Met. Pt.       1.35       35 Mod. 1895 SP&MC       1.85       12, 16, 20, 28 Ga. per       1.80         38 S. & W.       Spec.       1.35       1.50       351 Win. Self Ldg       2.75       100       1.80         38 S. & W.       Spec.       1.60       38.55 Lead       1.15       1.60       2.10         38 Colts New Pol. or Pol. Pos.       1.10       1.25       38.56 Lead       1.15       1.60       1.60       2.8 Ga. per         38 Colts New Pol. or Pol. Pos.       1.10       1.25       38.56 Lead       1.15       1.60       1.60       2.16       2.0         38 Short Colts       1.10       1.25       38.70 Lead       1.25       Berpity Brass Shells—             Empty Brass Shells—             Empty Brass Shells—             28. box 25       2.75         NOTE—10% off Pistol Cartridges—500 lots or more.       38.72 Lead       1.20       1.50       28, box 25       2.10         Center Fire Pistol Cartridges—500 lots or more.       40.60 Win Lead       1.15       1.50       28, box 25       2.10         38 Colts Aut. SP&MC       2.00       40.60 Win SP&MC       1.15       1.55       Black Edge, Reg., box <td< td=""><td>MC</td><td>1.45</td><td>35 Win. Self Ldg SP&amp;</td><td></td><td>For Smokeless Powder, Repeater or</td></td<>	MC	1.45	35 Win. Self Ldg SP&		For Smokeless Powder, Repeater or
38 S. & W. Met. Pt 1.35 35 Mod. 1895 SP&MC 1.85 12, 16, 20, 28 Ga. per 100	88 S. & W 1.10		MC	<b>. 2</b> .85	Nitro Club-
Point	38 S. & W. Met. Pt	1.35	35 Mod. 1895 SP&MC		12, 16, 20, 28 Ga. per
Point	38 S. & W. Spec 1.35	1.50	351 Win. Self Lag	. 2.75	
38 Colts New Pol. or	38 S. & W Spec. Met.	1 60	38-56 SP&MC	1.85	
Pol. Pos	38 Colts New Pol. or	1.00	38.55 Hi Vel. SP&MC	. 1.60	12, 16, 20, 28 Ga 2.30
38 Colts New Pol. or Pol. Pos. M. P	Pol Pos 110	1.25			10 Ga. per 100 2.40
Pol. Pos., M. P	38 Colts New Pol. or		38-56 SP&MC	. 1.85	Empty Brass Shells—
Center Fire Pistol Cartridges—  38 Long Colts 1.20 1.35 40.60 Win. Lead 1.10 Wads—  38 Colts Aut. SP&MC 2.10 40.60 Win. SP&MC 1.45 Black Edge, Reg., box  20 Colts Control of the Colts and Control of the Control of the Colts and Control of the Colts and Control of the Contro	Pot. Pos., M. P.	1.85	35-70 Lead 1.20	•	28 Roy 25 275
Center Fire Pistol Cartridges—  38 Long Colts 1.20 1.35 40.60 Win. Lead 1.10 Wads—  38 Colts Aut. SP&MC 2.10 40.60 Win. SP&MC 1.45 Black Edge, Reg., box  20 Colts Control of the Colts and Control of the Control of the Colts and Control of the Colts and Control of the Contro	NOTE-10% off Pietol Costs	1.25	38-72 Lead 1.20	)	2nd Qual. 12, 16, 20,
38 Long Colts 1.20 1.35 40-60 Marlin, Lead 1.15 Cardboard, box 250	500 lots or more	145.00	38-72 SP&MC	1.50	28, DOX 25 2.1V
38 Long Colts 1.20 1.35 40-60 Marlin, Lead 1.15 Cardboard, box 250	Center Fire Pistol Cartridge	s	40-60 Win, Lead 1.10	· · · ·	Wads-
000 O-14- And ODAMO 000 40.65 Win Load 115 350	88 Long Colts 1.20	1.35	40-60 Marlin, Lead 1.15	5	
88 40, Lead Bullet 1.60 40-70 Win. SP&MC 1.50 Black Edge, ¼ in., 125 in box 40-85 Win. SP&MC 1.50 Black Edge, ¼ in., 250 in box 40-840 Hi. Vel. SP&MC 2.05 40-72 Win. Lead 1.25 Black Edge, ¼ in., 250 in box 80	38 Colts Aut. SP&MC		40-60 Win. SP&MU	. 1.45	
88-40 Lead Bullet 1.60 40-70 Win. Lead 1.25 in box	SEO Colts Aut. SP&MC		40-65 Win, SP&MC	1.85	Black Edge, ¼ in., 125
38-40 SP&MC 2.00 40-70 Win. SP&MC 1.50 Black Edge, ¼ in., 250 38-40 Hi. Vel. SP&MC 2.05 40-72 Win. Lead 1.25 in box	88-40. Lead Bullet 1.60		40-70 Win. Lead 1.25	5	in hox
38-40 Hi. Vel. SP&MC 2.05 40-72 Win. Lead 1.25 in box	38-40 SP&MC	2.00	40-70 Win. SP&MC	. 1.50	Black Edge, ¼ in., 250
	38-40 Hi, Vel. SP&MC	2.05	40-72 Win. Lead 1.25	· · · ·	in box

ADZES—House, \$3.75 each; Railroad, \$4.00 each; Ship 4½, \$3.90 each; 4½, \$4.25 each; Lipd 25c extra.	BLOCKS-Wood Tackle List.
ANUHUKSScrews per 100, 8-16, \$4.00; %, \$6.00.	BLOCKS—Steel Tackle—Single Com.: Size 3, 85c; size 4, \$1.00; size 5, \$1.15; size 6, \$1.40; size 7, \$1.65; size 8,
ANVILS-Vulcan-No. 2, 20-lb., \$6.00 each; No. 3, 30-lb.,	\$1.85; size 10, \$3.40. Double Com.: Size 3, \$1.65; size 4,
\$6.75 each; No. 4, 40-lb., \$8.00 each; No. 5, 50-lb., \$9.00 each: No. 6, 60-lb., \$10.00 each: No. 7, 70-lb., \$11.00	\$2.00; size 5, \$2.15; size 6, \$2.50; size 7, \$3.00; size 8, \$3.50; size 10, \$5.50.
ANVILS—Vulcan—No. 2, 20-lb., \$6.00 each; No. 3, 30-lb., \$6.75 each; No. 4, 40-lb., \$8.00 each; No. 5, 50-lb., \$9.00 each; No. 6, 60-lb., \$10.00 each; No. 7, 70-lb., \$11.00 each; No. 8, 80-lb., \$12.00 each.	BLOWERS-No. 400 Champion, \$30. No. 40 Lancaster, \$19.
Trenton—80 to 425 lb., 20 ½c lb.; 70 to 79 lb., 21c lb.; 60 to 69 lb., 21 ½c lb.; 50 to 59 lb., 22 ½c lb. With Clip	BOARDS-Stove-W. L.: 24x24. \$1.40: 24x86. \$2.00: 26x26
Horn, 2c ner lb. extra.	\$1.65; 26x32, \$2.00; 28x28, \$1.95; 28x34, \$2.25; 80x30, \$2.25; 30x38, \$2.75; 33x33, \$2.80; 32x42, \$3.25; 36x36,
APRONS—Carpenters—California Leg, \$1.50; No. 12 Long Brown, \$1.25; No. 2 Short Brown, 60c.	\$3.35. P. L.—18x18, 55c; 24x24, \$1.00; 26x26, \$1.15;
AXES-Boys American, \$1.50; best grade, \$1.75; Single Bit	28x28, \$1.25; 30x30, \$1.50; 26x30, \$1.45; 28x32, \$1.65. Wash Boards—Glass Queen, each 65c; Brass Queen, each
Hdld Am., \$1.75; best grade Hdld, \$2.00; Ddle Bit American, \$2.25; best grade Hdld, \$2.75; not handled—S. B.	85c; Zinc Queen, each 50c.
best grade, \$1.75: D. B. best grade, \$2.25.	BOXES—Mitre, Goodell—26x4, \$13.50; 28x5, \$15.00; 80x5, \$15.50; 30x6, \$17.00. Stearns—1, \$2.50. Perfection—2
AUGERS— Nut ——Ship——  50 Sizes With Without	\$15.50; 30x6, \$17.00. Stearns—1, \$2.50. Perfection—2, \$3.25. Langdon—15, \$19.50; 16, \$20.00. New Langdon Imp.—32, \$14.50; 33, \$15.00; 34, \$17.00; 35, \$17.50. Acme—72, \$17.00; 73, \$14.00; 74, \$19.00. Stanley—246,
%	Acme—72, \$17.00; 73, \$14.00; 74, \$19.00. Stanley—246.
75 2½ \$ .95 \$1.10 %	\$14.25; 50 ½, \$7.50; 244, \$14.00; 358, \$16.25; 460, \$19.00; 346, \$14.25. Parts: Add to list 25%.
1 1.00 572 .95 1.10	BRACES— 811 911 923 945 956
1¼	6 \$2.85 \$2.25
1%	8\$3.35 2.85 2.25 10 3.50 3.00 2.50 \$1.75 \$ .85
2 2.00 5½ 1.05 1.20 2½ 2.25 6 1.05 1.25	12 3.75 3.25 3.00 2.00 1.00
$2\frac{1}{2}$ $2.75$ $6\frac{1}{2}$ $1.15$ $1.30$	14 4.25 3.75 8.25 16 4.50 4.50
3 5.00 7 1/2 1.20 1.50	993 921 955 8 8.00 3.00
8 1.25 1.55 Boring Machine— 8½ 1.85 1.60	10 4.15 8.25 1.50
9 1.40 1.65	12 3.50 1.65 8008 8010 8012 8014
1	PS&W\$3.00 \$3.25 \$3.50 \$3.75
11/2 1.25 10 1/2 1.65 1.95	BRACKETS-Shelf, Japanned, pair, 3x4, 20c; 4x5, 25c; 5x7,
1 ½ 1.50 11 1.70 2.00 2 1.75 11 ½ 1.90 2.25	30c; 6x8, 40c; 7x9, 45c; 8x10, 50c; 10x12, 65c; 12x14, \$1.00; 16x18, \$2.25. B. P.—3x4, 35c; 4x5, 40c; 5x7, 50c;
12 1.95 2.35	6x8, 65c; 7x9, 75c; 8x10, 80c; 10x12, \$1.00; 12x14, \$1.25.
Cuban Ring— 12½ 2.25 2.65 1 1.35 18 2.35 2.70	BRADS—Wire. Bulk per lb. ½ lb. pkgs. ½ lb. pkgs. ½ lb. pkgs. ½ s. 10
1½ 1.55 13½ 2.50 8.25 1½ 1.90 14 2.60 3.35	% to 1% inch20 .15 .10
1% 2.25 14 % 8.00 3.75	1 1/4 to 2 inch
2 2.60 15 3.25 3.85 15 ½ 8.50 4.00	Spring, \$1.10.
Post Hole— 16 3.75 4.25	BREAD MAKERS—Universal—No. 2, each, \$2.25; No. 4, \$2.50; No. 8, \$3.50.
Vaughns         1.50           Iwan 6-inch         2.50	BUCKETS—Common. Galv., each. 8, 40c; 10, 50c; 12, 60c;
Eureka 1.55	BUCKETS—Common, Galv., each, 8, 40c; 10, 50c; 12, 60c; 14, 65c; 16, 75c. Garbage, Galv., each, 00, \$1.40; 02, \$1.65; 03, \$2.00. Stock—14, 90c; 16, \$1.00; 18, \$1.15; 20, \$1.25. Well—Galv., each, 10 Qt., 85c; 12 Qt., \$1.00. Wood—Short ear, each 85c; Strap ear, 90c. CANS—Garbage, 15, \$4.00; 16, \$4.75; 18, \$5.50; 20, \$6.00. Oil, Galv., size 1 Gal., each, 50c; size 2 Gal., 85c; 5 Gal. with faucet, \$1.50; 5 Gal. with spout, \$1.45.
BABBITT—1, 35c lb.; 2, 30c lb.; 3, 27c lb.; 4, 22c lb.; Magnolia, 50c lb.; CH, 75c lb.; Motor, \$1.00 lb.	20, \$1.25. Well—Galv., each, 10 Qt., 85c; 12 Qt., \$1.00.
BATTERIES-Dry, 21/2 x6, each 45c.	Wood—Short ear, each 85c; Strap ear, 90c.
BARS-Bent Claw, 20-in., each, 75c; 24-in., 85c; 30-in., \$1.	Oil, Galv., size 1 Gal., each, 50c; size 2 Gal., 85c; 5 Gal.
Crow Bars—15c lb.  BELLS—Kentucky Cow—No. 0, 85c each; No. 1, 75c each;	CANTHOOKS—Maple Handle 2½x4½, each, \$2.25.
No. 2, 60c each; No. 3, 45c each; No. 4, 35c each; No. 5,	CAPS—Roofing. per lb., 15c.
30c each; No. 6, 25c each; No. 7, 20c each.  REVELS—Sliding T—No. 18: 6-in., 75c 8-in., 90c: 10-in.,	CARBORUNDUM-Grain, per lb., bulk, 40c.
BEVELS—Sliding T—No. 18: 6-in., 75c 8-in., 90c; 10-in., \$1.00. No. 25: 6-in. 50c; 8-in., 55c; 10-in., 60c; 12-in.,	CHAIN—German Coil, 000, 8c ft.; 00, 7½c ft.; 0, 7c ft.; 1. 6½c ft.; 2. 6c ft.; 3 & larger, 5½c ft. Brass Safety.
65c; 14-in., 75c.  BIBBS— Size List Retail	1, 6 % c ft.; 2, 6c ft.; 3 & larger, 5 % c ft. Brass Safety, 00, 20c yd.; 0, 25c yd.; 1, 25c yd.; 2, 35c yd. Nickle Safety, 0, 25c yd.; 1, 30c yd. Passing Link, 00 (3·16), 6c lb.; 000, (13·16), 6 % c lb. Proof Coil, black, 3·16, 22c lb.;
Finished Plain	lb.; 000, (13-16), 6½ c lb. Proof Coil, black, 3-16, 22c lb.;
N. P. Plain	14, 18c lb.; 5-16, 15 1/2 c lb.; 1/8, 15c lb.; 7-16, 14 1/2 c lb.; 1/4 ac lb.; 1/4 c lb.
Finished Comp. H. Bibb	Tested-Per lb., 7-32, 35c; 9-32, 28c; 5-16, 26c; 11-32,
<b>4</b> 31.20 1.85	14, 18c lb.; 5-16, 15½c lb.; %, 15c lb.; 7-16, 14½c lb.; ½, 14 2c lb.; %, 14c lb.; %, 14c lb.; 1, 13½c lb.; ½, 14c lb.; 1, 13½c lb.; 12sted—Per lb., 7-82, 35c; 9-32, 28c; 5-16, 26c; 11-32, 23c; %, 20c; 7-16, 19c; ½, 17c. Galvanized—Per lb., ½, 18c; 5-16, 16c; %, 15c; 7-16, 14½c; ½, 14½c; ¼,
N. P. Comp. H. Bibb	14c; %, 14c; 1, 14c. Jack Chain—Brass, yd., 8, 65c;
	14c; %, 14c; 1, 14c. Jack Chain—Brass, yd., 8, 65c; 10, 50c; 12, 80c; 14, 25c; 16, 20c; 14, 15c; 20 15c. Iron, yd., 8, 20c; 10, 15c; 12, 10c; 14, 10c; 16, 10c; 18, 10c; 20, 10c. Log Chains—5-16: 12, \$3.00; 14, \$3.25; 16, \$3.50. %: 12, \$3.50; 14, \$3.75; 16, \$4.00.
Fuller N. P. Hose	\$3.25: 16. \$3.50. %: 12. \$3.50; 14. \$3.75; 16. \$4.00.
<b>% 89.60 1.85</b>	
N. P. Plain Ouick Comp. or Self	CHALK—Carpenters, per piece, 2 % c. School Crayon, per
N. P. Plain Quick Comp. or Self Closing	CHALK—Carpenters, per piece, 2½c. School Crayon, per gross 50c: 6 for 5c.
N. P. Plain Quick Comp. or Self  Closing	CHALK—Carpenters, per piece, 2½c. School Crayon, per gross 50c; 6 for 5c. CHALK LINE—Yellow, per 100 ft. hank, 15c. Braided White, 20-ft. hanks, size 120, each 5c; size 220, 5c: size
N. P. Plain Quick Comp. or Self  Closing	CHALK—Carpenters, per piece, 2½c. School Crayon, per gross 50c; 6 for 5c. CHALK LINE—Yellow, per 100 ft. hank, 15c. Braided White, 20-ft. hanks, size 120, each 5c; size 220, 5c: size 320, 5c. 50-ft. balls, size 150, each 10c; size 250, each 10c; size 350, each 10c.
N. P. Plain Quick Comp. or Self  Closing	CHALK.—Carpenters, per piece, 2½c. School Crayon, per gross 50c; 6 for 5c.  CHALK LINE—Yellow, per 100 ft. hank, 15c. Braided White, 20-ft. hanks, size 120, each 5c; size 220, 5c: size 320, 5c. 50-ft. balls. size 150, each 10c; size 250, each 10c; size 350, each 10c.  CHOPPERS—Meat & Food—Universal—0, \$1.50; 1, \$1.75;
N. P. Plain Quick Comp. or Self  Closing	CHALK.—Carpenters, per piece, 2½c. School Crayon, per gross 50c; 6 for 5c.  CHALK LINE—Yellow, per 100 ft. hank, 15c. Braided White, 20-ft. hanks, size 120, each 5c; size 220, 5c: size 220, 5c. 50-ft. balls, size 150, each 10c; size 250, each 10c; size 250, each 10c; size 350, each 10c.  CHOPPERS—Meat & Food—Universal—0, \$1.50; 1, \$1.75; 2. \$2.00; 3, \$2.75. Enterprise—5, \$2.25; 10, \$3.50; 501,
N. P. Plain Quick Comp. or Self Closing 1.90 % 2.10 % 2.10 % 2.10 % Car R. J. Irwin Irwin Common 3.16 \$.55 \$.40 \$.25 \$.416 \$.50 \$.35 \$.80 \$.25 \$.516 \$.50 \$.35 \$.85 \$.25 \$.6.16 \$.55 \$.35 \$.90 \$.25 \$.7.16 \$.55 \$.40 \$.25 \$.816 \$.55 \$.40 \$.25 \$.816 \$.55 \$.40 \$.25 \$.816 \$.55 \$.40 \$.25 \$.816 \$.55 \$.40 \$.25 \$.816 \$.55 \$.40 \$.25 \$ \$.25 \$ \$.35 \$.90 \$.25 \$ \$.35	CHALK.—Carpenters, per piece, 2½c. School Crayon, per gross 50c; 6 for 5c.  CHALK LINE—Yellow, per 100 ft. hank, 15c. Braided White, 20-ft. hanks, size 120, each 5c; size 220, 5c: size 220, 5c. 50-ft. balls, size 150, each 10c; size 250, each 10c; size 250, each 10c; size 350, each 10c.  CHOPPERS—Meat & Food—Universal—0, \$1.50; 1, \$1.75; 2. \$2.00; 3, \$2.75. Enterprise—5, \$2.25; 10, \$3.50; 501,
N. P. Plain Quick Comp. or Self  Closing  BITS—Auger  R. J. Irwin Irwin Common  3.16 \$.55 \$.40 \$.25  4.16 55 35 \$.80 25  5.16 55 35 85 25  6.16 55 35 90 25  7.16 55 40 95 25  8.16 60 45 1.15 35  9.16 60 45 1.15 35	CHALK.—Carpenters, per piece, 2½c. School Crayon, per gross 50c; 6 for 5c.  CHALK LINE—Yellow, per 100 ft. hank, 15c. Braided White, 20-ft. hanks, size 120, each 5c; size 220, 5c: size 220, 5c. 50-ft. balls, size 150, each 10c; size 250, each 10c; size 250, each 10c; size 350, each 10c.  CHOPPERS—Meat & Food—Universal—0, \$1.50; 1, \$1.75; 2. \$2.00; 3, \$2.75. Enterprise—5, \$2.25; 10, \$3.50; 501,
N. P. Plain Quick Comp. or Self  Closing  BITS—Auger  R. J. Irwin Irwin Common  3.16 \$.55 \$.40 \$.25  4.16 55 35 \$.80 25  5.16 55 35 85 25  6.16 55 35 90 25  7.16 55 40 95 25  8.16 60 45 1 15 30  10.16 65 50 1 30  10.16 65 55 35  11.16 70 55 1 35	CHALK.—Carpenters, per piece, 2½c. School Crayon, per gross 50c; 6 for 5c.  CHALK LINE—Yellow, per 100 ft. hank, 15c. Braided White, 20-ft. hanks, size 120, each 5c; size 220, 5c: size 220, 5c. 50-ft. balls, size 150, each 10c; size 250, each 10c; size 250, each 10c; size 350, each 10c.  CHOPPERS—Meat & Food—Universal—0, \$1.50; 1, \$1.75; 2. \$2.00; 3, \$2.75. Enterprise—5, \$2.25; 10, \$3.50; 501,
N. P. Plain Quick Comp. or Self Closing 1.90 Closing 76 2.10  BITS—Auger R. J. Irwin Irwin Vommon \$.25 4.16 55 \$.40 \$.25 5.16 50 35 \$.80 25 6.16 55 35 90 25 7.16 55 40 95 25 8.16 60 45 1.00 25 9.16 60 45 1.15 30 10.16 65 50 1.25 35 11.16 70 55 1.85 35 12.16 75 60 1.40 35	CHALK.—Carpenters, per piece, 2½c. School Crayon, per gross 50c; 6 for 5c.  CHALK LINE—Yellow, per 100 ft. hank, 15c. Braided White, 20-ft. hanks, size 120, each 5c; size 220, 5c: size 220, 5c. 50-ft. balls, size 150, each 10c; size 250, each 10c; size 250, each 10c; size 350, each 10c.  CHOPPERS—Meat & Food—Universal—0, \$1.50; 1, \$1.75; 2. \$2.00; 3, \$2.75. Enterprise—5, \$2.25; 10, \$3.50; 501,
N. P. Plain Quick Comp. or Self  Closing  BITS—Auger  R. J. Irwin Irwin Common  3.16 \$.55 \$.40 \$.25  4.16 55 35 \$.85 25  5.16 55 35 90 25  7.16 55 40 95 25  7.16 55 40 95 25  8.16 60 45 1 15 30  9.16 60 45 1 15 30  10.16 65 50 25 35  11.16 70 55 1 35  12.16 75 60 1 40 35  13.16 80 65 1.50 45  14.16 85 70 1 60 55	CHALK—Carpenters, per piece, 2½c. School Crayon, per gross 50c; 6 for 5c.  CHALK LINE—Yellow, per 100 ft. hank, 15c. Braided White, 20-ft. hanks, size 120, each 5c; size 220, 5c: size 220, 5c. 5o-ft. balls. size 150, each 10c; size 250, each 10c; size 350, each 10c.  CHOPPERS—Meat & Food—Universal—0, \$1.50; 1, \$1.75; 2, \$2.00; 3, \$2.75. Enterprise—5, \$2.25; 10, \$3.50; 501, \$1.25; 602, \$1.50.  CHURNS—Barrel—Acme—No. 0, \$5.25; No. 1, \$5.75; No. 2, \$6.25; No. 3, \$7.50; No. 4, \$9.00; No. 5, \$10.50.  Sturges Steel—No. 1, \$6.00; No. 2, \$7.00; No. 3, \$8.00.  Improved Cylinder—No. 1, \$3.25; No. 2, \$3.75; No. 8, \$4.50; No. 4, \$5.00.  Glass Family—Universal—No. 15, \$1.50; No. 25, \$2.50; No. 45, \$3.00; Dazey—No. 10, \$1.25; No. 20, \$1.75; No. 30, \$2.25; No. 40, \$2.75. Dash—1X Tim—2-gal., \$1.35; \$7.81, \$1.50; No. 40, \$2.75.
N. P. Plain Quick Comp. or Self Closing	CHALK—Carpenters, per piece, 2½c. School Crayon, per gross 50c; 6 for 5c.  CHALK LINE—Yellow, per 100 ft. hank, 15c. Braided White, 20-ft. hanks, size 120, each 5c; size 220, 5c: size 220, 5c: size 220, 5c: size 220, 5c: size 250, each 10c; size 350, each 10c. cize 350, each 10c. cize 350, each 10c. cize 350, each 10c. december 3c. december
N. P. Plain Quick Comp. or Self Closing	CHALK—Carpenters, per piece, 2½c. School Crayon, per gross 50c; 6 for 5c.  CHALK LINE—Yellow, per 100 ft. hank, 15c. Braided White, 20-ft. hanks, size 120, each 5c; size 220, 5c: size 320, 5c. 50-ft. balls, size 150, each 10c; size 250, each 10c; size 350, each 10c.  CHOPPERS—Meat & Food—Universal—0, \$1.50; 1, \$1.75; 2, \$2.00; 3, \$2.75. Enterprise—5, \$2.25; 10, \$3.50; 501, \$1.25; 602, \$1.50.  CHURNS—Barrel—Acme—No. 0, \$5.25; No. 1, \$5.75; No. 2, \$6.25; No. 3, \$7.50; No. 4, \$9.00; No. 5, \$10.50.  Sturges Steel—No. 1, \$6.00; No. 2, \$7.00; No. 3, \$8.00. Improved Cylinder—No. 1, \$3.25; No. 2, \$3.75; No. 3, \$4.50; No. 4, \$5.00. Glass Family—Universal—No. 15, \$1.50; No. 25, \$2.00; No. 35, \$2.50; No. 46, \$3.00; Dazey—No. 10, \$1.25; No. 20, \$1.75; No. 30, \$2.25; No. 40, \$2.75. Dash—1X Tin—2-gal., \$1.35; 3-gal., \$1.50; 4-gal., \$1.65; 5-gal., \$1.85; 6-gal., \$2.00. Dash and Hdl. 15c extra.  CHISELS—  Bucks Whites Bucks Diamond
N. P. Plain Quick Comp. or Self  Closing  BITS—Auger  R. J. Irwin Irwin Common  3.16 \$.55 \$.40 \$.25  4.16 55 35 \$.80 25  5.16 55 35 \$.80 25  6.16 55 40 95 25  7.16 55 40 95 25  8.16 60 45 1 15 30  10.16 60 45 1 15 30  10.16 65 50 1 25  9.16 60 45 1 15 30  10.16 65 50 1 25 35  11.16 70 55 1 35  12.16 70 55 1 35  12.16 75 60 1 40 35  14.16 80 65 1.50 45  14.16 85 70 1 60 50  15.16 95 75 1 65 55  16 1.00 75 1 55  6 1.00 75 1 55  Sets Common, 8 bit, \$2.75; 13 bit, \$4.50; Sets R. J., \$8.00; Sets Irwin Pat., \$6.00.  Clark's Expansive, small, \$1 \$1 \$1 \$1 \$2	CHALK—Carpenters, per piece, 2½c. School Crayon, per gross 50c; 6 for 5c.  CHALK LINE—Yellow, per 100 ft. hank, 15c. Braided White, 20-ft. hanks, size 120, each 5c; size 220, 5c: size 320, 5c. 50-ft. balls. size 150, each 10c; size 250, each 10c; size 350, each 10c.  CHOPPERS—Meat & Food—Universal—0, \$1.50; 1, \$1.75; 2, \$2.00; 3, \$2.75. Enterprise—5, \$2.25; 10, \$3.50; 501, \$1.25; 602, \$1.50.  CHURNS—Barrel—Acme—No. 0, \$5.25; No. 1, \$5.75; No. 2, \$6.25; No. 3, \$7.50; No. 4, \$9.00; No. 5, \$10.50.  Sturges Steel—No. 1, \$6.00; No. 2, \$7.00; No. 3, \$8.00.  Improved Cylinder—No. 1, \$3.25; No. 2, \$3.75; No. 8, \$4.50; No. 4, \$5.00. Glass Family—Universal—No. 15, \$1.50; No. 25, \$2.00; No. 35, \$2.50; No. 45, \$3.00; Dazey—No. 10, \$1.25; No. 20, \$1.75; No. 30, \$2.25; No. 40, \$2.75. Dash—IX Tin—2-gal., \$1.35; \$3.21, \$1.50; 4-gal., \$1.65; 5-gal., \$1.85; 6-gal., \$2.00. Dash and Hdl. 15c extra.  CHISELS—  Bucks Whites Bucks Diamond No. 2 No. 46
N. P. Plain Quick Comp. or Self  Closing  BITS—Auger  R. J. Irwin Irwin Common  3.16 \$.55 \$.40 \$.25  4.16 550 35 \$.80 25  5.16 55 35 90 25  6.16 55 35 90 25  7.16 55 40 95 25  8.16 60 45 1 15 30  10.16 60 45 1 15 30  10.16 65 50 1 25 35  11.16 70 55 1 35  11.16 70 55 1 35  11.16 70 55 1 35  11.16 80 65 1.50 35  11.16 80 65 1.50 35  11.16 80 65 1.50 35  14.16 80 65 1.50 35  14.16 85 70 1 60 50  15.16 1.00 75 1 5 56  8ets Common, 8 bit, \$2.75; 13 bit, \$4.50; Sets R. J., \$8.00; Sets Irwin Pat., \$6.00.  Clark's Expansive, small, \$1.15; large, \$1.50.  Steers, small, \$2.00; large, \$2.50.  BLADES—Hack Saw—Sin. 10c: 9-in., 15c: 10-in., 15c:	CHALK—Carpenters, per piece, 2½c. School Crayon, per gross 50c; 6 for 5c.  CHALK LINE—Yellow, per 100 ft. hank, 15c. Braided White, 20-ft. hanks, size 120, each 5c; size 220, 5c: size 320, 5c. 50-ft. balls. size 150, each 10c; size 250, each 10c; size 350, each 10c.  CHOPPERS—Meat & Food—Universal—0, \$1.50; 1, \$1.75; 2, \$2.00; 3, \$2.75. Enterprise—5, \$2.25; 10, \$3.50; 501, \$1.25; 602, \$1.50.  CHURNS—Barrel—Acme—No. 0, \$5.25; No. 1, \$5.75; No. 2, \$6.25; No. 3, \$7.50; No. 4, \$9.00; No. 5, \$10.50.  Sturges Steel—No. 1, \$6.00; No. 2, \$7.00; No. 3, \$8.00.  Improved Cylinder—No. 1, \$3.25; No. 2, \$3.75; No. 8, \$4.50; No. 4, \$5.00. Glass Family—Universal—No. 15, \$1.50; No. 25, \$2.00; No. 35, \$2.50; No. 45, \$3.00; Dazey—No. 10, \$1.25; No. 20, \$1.75; No. 30, \$2.25; No. 40, \$2.75. Dash—IX Tin—2-gal., \$1.35; \$3.21, \$1.50; 4-gal., \$1.65; 5-gal., \$1.85; 6-gal., \$2.00. Dash and Hdl. 15c extra.  CHISELS—  Bucks Whites Bucks Diamond No. 2 No. 46
N. P. Plain Quick Comp. or Self  Closing  BITS—Auger  R. J. Irwin Irwin Common  3.16 \$.55 \$.40 \$.25  4.16 550 35 \$.80 25  5.16 55 35 \$.80 25  6.16 55 35 90 25  7.16 55 40 95 25  7.16 55 40 95 25  8.16 60 45 1.15 30  10.16 60 45 1.15 30  10.16 65 50 1 25 35  11.16 70 55 1 35  11.16 70 55 1 35  11.16 70 55 1 35  11.16 70 55 1 35  11.16 75 60 1 35  11.16 75 60 1 35  11.16 80 65 1 35  11.16 80 65 1 35  11.16 80 65 1 35  11.16 85 70 1 60 50  15.16 1.00 75 1 56  Sets Common, 8 bit, \$2.75; 13 bit, \$4.50; Sets R. J., \$3.00; Sets Irwin Pat., \$6.00.  Clark's Expansive, small, \$1.15; large, \$1.50.  Steers, small, \$2.00; large, \$2.50.  BLADES—Hack Saw—8:in, 10c; 9-in, 15c; 10-in, 15c; 112-in, 20c. Power, 14-in, 35c.	CHALK—Carpenters, per piece, 2½c. School Crayon, per gross 50c; 6 for 5c.  CHALK LINE—Yellow, per 100 ft. hank, 15c. Braided White, 20-ft. hanks, size 120, each 5c; size 220, 5c: size 320, 5c. 50-ft. balls. size 150, each 10c; size 250, each 10c; size 350, each 10c.  CHOPPERS—Meat & Food—Universal—0, \$1.50; 1, \$1.75; 2, \$2.00; 3, \$2.75. Enterprise—5, \$2.25; 10, \$3.50; 501, \$1.25; 602, \$1.50.  CHURNS—Barrel—Acme—No. 0, \$5.25; No. 1, \$5.75; No. 2, \$6.25; No. 3, \$7.50; No. 4, \$9.00; No. 5, \$10.50.  Sturges Steel—No. 1, \$6.00; No. 2, \$7.00; No. 3, \$8.00.  Improved Cylinder—No. 1, \$3.25; No. 2, \$3.75; No. 8, \$4.50; No. 4, \$5.00. Glass Family—Universal—No. 15, \$1.50; No. 25, \$2.00; No. 35, \$2.50; No. 45, \$3.00; Dazey—No. 10, \$1.25; No. 20, \$1.75; No. 30, \$2.25; No. 40, \$2.75. Dash—IX Tin—2-gal., \$1.35; \$3.21, \$1.50; 4-gal., \$1.65; 5-gal., \$1.85; 6-gal., \$2.00. Dash and Hdl. 15c extra.  CHISELS—  Bucks Whites Bucks Diamond No. 2 No. 46
N. P. Plain Quick Comp. or Self  Closing  BITS—Auger  R. J. Irwin Irwin Common  3.16 \$.55 \$.40 \$.25  4.16 550 35 \$.80 25  5.16 55 35 90 25  6.16 55 35 90 25  7.16 55 40 95 25  8.16 60 45 1 15 30  10.16 60 45 1 15 30  10.16 65 50 1 25 35  11.16 70 55 1 35  11.16 70 55 1 35  11.16 70 55 1 35  11.16 80 65 1.50 35  11.16 80 65 1.50 35  11.16 80 65 1.50 35  14.16 80 65 1.50 35  14.16 85 70 1 60 50  15.16 1.00 75 1 5 56  8ets Common, 8 bit, \$2.75; 13 bit, \$4.50; Sets R. J., \$8.00; Sets Irwin Pat., \$6.00.  Clark's Expansive, small, \$1.15; large, \$1.50.  Steers, small, \$2.00; large, \$2.50.  BLADES—Hack Saw—Sin. 10c: 9-in., 15c: 10-in., 15c:	CHALK—Carpenters, per piece, 2½c. School Crayon, per gross 50c; 6 for 5c.  CHALK LINE—Yellow, per 100 ft. hank, 15c. Braided White, 20-ft. hanks, size 120, each 5c; size 220, 5c: size 320, 5c. 5o-ft. balls. size 150, each 10c; size 250, each 10c; size 350, each 10c.  CHOPPERS—Meat & Food—Universal—0, \$1.50; 1, \$1.75; 2, \$2.00; 3, \$2.75. Enterprise—5, \$2.25; 10, \$3.50; 501, \$1.25; 602, \$1.50.  CHURNS—Barrel—Acme—No. 0, \$5.25; No. 1, \$5.75; No. 2, \$6.25; No. 3, \$7.50; No. 4, \$9.00; No. 5, \$10.50.  Sturges Steel—No. 1, \$6.00; No. 2, \$7.00; No. 3, \$8.00.  Improved Cylinder—No. 1, \$8.25; No. 2, \$3.75; No. 8, \$4.50; No. 4, \$5.00. Glass Family—Universal—No. 15, \$1.50; No. 25, \$2.20; No. 35, \$2.50; No. 46, \$3.00; Dazey—No. 10, \$1.25; No. 20, \$1.75; No. 30, \$2.25; No. 40, \$2.75. Dash—IX Tin—2-gal., \$1.35; sigal., \$1.50; 15c extra.  CHISELS—  Bucks Whites Bucks Diamond No. 86 No. 2 No. 4 Point ¼ 70 90

				ALL CO	PAIOE-	-сопшива.						
	-Continued.				DRILLS-	-Continued.						
· 1 76	.95 1.00	1.25 1.80	8 .95	1.00 1. <b>2</b> 5	11-32	•••••••••••••••••••••••••••••••••••••••	75	7.82			64	
11/4	1.10	1.40	1.00		18-82	• • • • • • • • • • • • • • • • • • • •	90	5-16		• • • • • • •		
1 1/2 1 %	1.15 1.80	1.50 1.60	1.05 1.15	• • • •	7-16		. 1.06	<b>%</b>			90	0
2 ~	1.40	1.80	1.25		13.32	• • • • • • • • • • • •	. 1.10 . 1.20			• • • • • • •		
	Cold	Cold	Cape	Round	17-82 .		. 1.80	9-16			1.20	
14	Com. \$ .20	Special.	\$ .35	Nose. \$ .30	9·16	• • • • • • • • • • • • •	. 1.40 1.50	<b>%</b>	· · · · ·	• • • • • •	1.30	
¼ 5:16	.20	.30	.85	.85	% ···		. 1.60	*	D	• • • • • • •	1.50 1.70	
% 1/	.25 .30	.80 .35	.40 .50	.40	21.32 .		. 1.70	18-10	6		1.90	
% % %	.35	.45	.55	.50 .55	23.32		. 1.80 . 1.90	76.17		• • • • • • •	3.10	
×	.45	.60	.60	.60	<b>4</b>		. 200					
1 %.	.65 .75	.75 . <b>95</b>	••••	• • • •	25-82 .		. 2.10	1 1-	-16 .		2.70	0
Cold Eye			%, 90c; 1 %, \$1	1.00.	27-82		2.20 . 2.40					
CLAMPS-			Door		74		2.60	1 1/4			3.3	
Mall.	Sci		Stearns	per pair	29·32 .	••••••	. 2.80 . 8.00	1.5-1	16		8.60	
3-inch	h\$ .	50	2 1/2 -inch	5.25	31-32	• • • • • • • • • • • •	3.25	17.	16		· · · 8.90	
4-inch		65	4-inch	. 6.50	1		8.50	1 1/4			4.5	
5-inch 6-inch		75 00	5-inch	. 7.00		• • • • • • • • • • • •		S	hank	No. 116, ak No. 1	each.	
7-inch		25	o-men	. 11.00	1 3-32		4.25	<b>%</b>			8 .4	5
8-inch		50			11/2	• • • • • • • • • • •	4.50	5-32			4	
9-inch 10-inch	1				1 3-16		4.75 5.00	7-82	• • • • •			
	2.				1 7-82	• • • • • • • •	. 5.25	¥	• • • • •	· • • • • • •	60	
CLIPPERS	Bolt. New	Easy, No. 0	, \$3.00; No. 1, Cutters—No. 0,	<b>\$4</b> .00;	1 1 0.32	• • • • • • • • • • • • • • • • • • • •	. <b>5</b> .50 . 5.75	% 7 10	· • • • •	• • • • • •	9	
No. 2, 8	5.50; No. 3, 8	7.25. Extra	Cutters-No. 0,	\$1.35;	1 5.16		. 6.00	74	• • • •		9 1.0	
	\$1.60; No. 2, \$ }Malleable, 15		<b>\$3.00</b> ,		1 11.32	2	6.25	9-16			1.10	0
	•		x18, \$13; No. 2,	10-20	1 %	2	6.50 7.00	76	,	· · · · · · · ·	1.8 1.5	
\$15; No	. 3, 20x24, \$20	; No. 4, 16	18, \$11; No. 5,	20x24.	1 7-16		7.50	¥.			1.7	
\$17.50;	No. 6, 16x18, (	314.50; No. 7	7, 20x24, \$17.50	No. 8,	1 15-82	3	8.00	18-16	6	<b></b> .	1.9	
18x24, \$			4- 6/ 1		11/2	3	9.00	15-16	8		2.1	
₩ 15c:	11'e Rope Bu	30c: 76. 85	to % inc., eac	3n 15e;	1 9-16		9.50	1			2.5	0
			; Indian, \$1.25	5: Cas-	1 19.87	3	10.00	1 1.	16	• • • • • •	2.7	
cade, \$2	.00; Recall, \$2	.50.	,, ,	,	1 21-82	3	11.00	1 8-1	16	· • • • • • • • • • • • • • • • • • • •	2.9	
			er sheet_straight		1 11-16	3	11.50	1 1/4			8.8	0
	m, Nos. 80 to 8 & 4, 10c sq.		aight. Hardware	· Cloth,	1 28.82	<b> </b>	12.50	1 5-1	16	· · · · · · · ·	8.6 3.9	
			Galvanized, 6c;	Posrl	1 25-82	3	18.25	î 7·1	16	· · · · · · · · ·	4.2	ŏ
8c; Cop.	. Bronze, 15c.	4. 10., 0 /20,	<b>GETTERISON</b> , <b>GC</b> ,		1 18-16	• • • • • • • • • • • • • • • • • • • •	14.00	1 1/2	·		4.5	0
COLORS-	Dry-Lamp Bla	ck, lb., 25c;	Ivory Drop Blac	k, 25c;	1%		15.50	8	. <b></b>	• • • • • • •	1.5	
Prussian	Blue, 85c; U	itra Blue, 5	Oc; Umber, Ray	v, 15c;	1 29-32	• • • • • • • • • •	16.25	518			2.0	
Van Dyk	ce. 18c: Chrome	Green. 25	Oc; Umber, Ray 5c; Sienna, Burr ; Chrome, Yellow, 8c; Venetis	w. 25c:		3		8		ich Dril		Λ
Ochre,	Golden, 10c;	Ochre, Yello	w, 8c; Venetis	ın, 8c;				8 1/4			7.2	5
Indian B	tea, 15c. (For	COLORB IN O	ii see page U-7%	<b>3</b> .)	Str.	Shank No. 1	08.	914	• • • • •		11.0	0
1-lh 40	c: Lamp 1-lb	45c. Blue	1-lb., 50c; Ivor —Prussian 14-lb	) 40c:			Doz.	490 4	٠		18.5	ŏ
⅓.·lb., 6.	5c; 1-lb., \$1.20	). Ültram	wn—R&B Sienn	., 85c;		• • • • • • • • • • • •		1003			12.00	0
1-lb., 60	c. Cobalt 1-lb	., 80c. Bro	wn—R&B Sienn	a 1-lb.,	5.82		1.80 1.90					
Chrome	nber 1-lb., 40c 1-lb., 40c. R	eds—Amer	Verm. 1-lb., 60c	Freen— Eng.	`8-16 .	• • • • • • • • • • •	2.25	11 .		ast Dril		U
Verm 1/2	-lb., \$1.35; En	g. Verm 1-l	Verm. 1-lb., 60c b., \$2.70; Tusca Pink, 60c; Rose	n, 45c;				30	• • • • •		5.2	
Indian,	30c; Venetian,	25c; Rose	Pink, 60c; Rose \$1.35; Turkey,	Lake,	9.32		. 3.80	245 279	• • • • •		4.2	
Para, \$1	1.25. Yellow—	Chrome 1.lb	., 50c. Ochre-	-Golden	5-16 .	<b>.</b>	4.85	- 6				
1-lb., 85	c; Yellow 1-lb.,	25c.	•		% 7.16		6.00 8.50	07			8.7	
COPPER—	Sheet, 85c lb.	00 7 11		A1 75.	1/2		12.00	277 186		rame		
10. \$2.0	0: 12. \$2.65.	Silver Lak	0; 6, \$1.35; 9, 86. \$1.45: 7.	\$1.75; \$1.50:			Each		Ch:	ain Dril	l.	
8, \$1.85;	9. \$2.35; 10,	\$2.75; 12, \$3	3.50. Picture, Ti	nned—		• • • • • • • • • • • • • • • • • • •		807 816		• • • • • • •		
pk., 0, 1	0c; 1, 10c; 2,	15c; 8, 20c	10; 8, \$1.35; 9, 9-6, \$1.45; 7, 3.50. Picture, Ti ; 4, 25c. Comm Samson Spot,	on, per		nk No. 116,	_	817		• • • • • • •		
				p 10.,	⅓		.50	818			5.00	•
COTTERS-	—Spring, discou -Lumber, each	nt 60%.			8-16		.55 .60	815		eon's Di		n
				•2 00.	0 20 11		Hand					•
No. 3. 8		11. Saunde	n, \$2.50; No. 2, rs—No. 1, each,	\$1.80:	4		\$2.25	44				
No. 2, \$	32.70; No. 3,	6.60.		•	4 1/2		1.75 8.75	45	55 45	<b></b>	5.	00.
CHECKS-	Door-A-11, \$4	.10; B-12, \$	5.50; C-13, \$6.30 n arm add 75c	; D-14,	5 1/4 B		3.75	5!	50	. <b></b>	6.	75
					49		1.35	55	55	<b></b> .	7.	.75
DAMPERS		8, 10c; 4,	10c; 5, 15c; 6	, 156;	52 53		2 25	140	30 45	. <b></b>	2.	75
DRILLS-	·				54		3.00	145	55	<b></b>	5.	.00
	Stock No. 114	6.10	Gg	2.50	154 259	<i>.</i>	8.00	158	30	<b></b> .	4.	.15
8.82		3. 11·15	Ga	2.25	329		2.25	154	45		7.	.00
⅓		1.00 10-20 1.00 21-25	Ga	. 1.90	343		1.90	155	50	. <b></b> .	6.	25
5·3 <b>2</b>		3.50 · 26-30	Ga	. 1.80		C Winn No						
7·16		l.00 31-85 l.50 86-40		1.75	12, 75c	S-Wing No.	85: U,	50c; 7	, apc	, 5, 45c	: 10, 60	c;
<b>¼</b>	<b></b>	.00 41.45	Ga	. 1.70	ELBOWS	-Conductor.	_	_				
5.16	<i></i>	.00 <b>4</b> 6-50	<u> </u> Gа	1.65	Pl.	Rd.	8q.	Cor.	4.1	Rd	l. Adj	0 5
716		3.50 51-55 3.50 56-60		1.55	2-inch. 8-inch.	\$ .20 25	2 ¼ x 3 ¼	x2 %	1.	⅓-inch 2-inch	• • • • •	20 20
3/4	18	.00 Taper	Shank No. 106	each.	4-inch.	30	- /s	- 10		3-inch.		25
9.16	15	.50 ⅓ ·	<i></i>	. \$ .45	Stove I	Pipe—- Com	. Po	,	Adj. Com.	Adj Pol	. Galv	rd.
₹		.00 8·16		.45 .50	3	\$ .20	\$ .3	5	.25	£ 0.	•	
74	<i></i> 80	0.00 <b>7·32</b>		.55	4		.4	0	.25			۰,
78		46 .		.60					.80	\$ .60		03
1	36 Gauge 108A.	9.32		.65	6			υ	.40			75
1 Wire	Gauge 108A.	9·3 <b>2</b>		.65 .70					.40 .50	.75 .85		75 00

				•
Oval Foot Baths.	ى 150 مىل 1 50 150 مىل	k G. ENAMELED WAL	E   220 2.00	Command Dales Dans
0\$1.15	250	08 \$ .15	222 2.50	Covered Bake Pans.
1 1.40 2 1.65	350	09	2121 1.20 2141 1.45	Round Bake Pans.
3 2.00	650 1.00	815	2161 1.75	20\$ .40
Coffee Biggins.	850 1.25 1050 1.50	9	2181 2.00 2201 2.25	30
0\$ .80	1250 1.75	11	2221 2.75	50
01	1501	Pieced Cups.	Milk Kettles.	Bed or Douche Pans.
010 1.05	350180	20\$ .15 25	70\$ .40	2\$2.00
020 1.20 030 1.30	450195	40	72	Bed Pans.
040 1.45	Covered Buckets. 6501\$1.05	Straight Cups.	78	Bread Pans.
050 1.60 Coffee Boilers.	8501 1.40	0 <b>\$</b> .20 6 <b>\$</b>	76 1.05	2 35
60\$1.10	10501 1.75 12501 2.00	120	81	11
70 1.25	Rd. Dinner Buckets.	Miners' Cups.	8375	1855
90 1.80	080\$1.15	50\$ .40	84	Oblong Pans. 03\$ .35
100 2.50 601 1.25	040 1.25 501 1.15	Measuring Cups.	51	04
701 1.40	502 1.85	After Dinner Cups &	52	01
801 1.65 901 2.10	508 1.50	Saucers.	54 1.25	02
1001 2.75	Miners' Dinner Buckets.	10\$ .35 Cups & Saucers.	56 1.65	Sponge Cake Pans. 200\$ .35
Fish Boilers.	10	100\$ .85	Lipped Reserving Kettles.	Oblong Stove Pans.
218\$4.00 220	Acme Dinner Buckets	20	14 \$ .30	100\$ .45
222 5.00	140\$1.75 240 2.00	Cuspidors.	16	300
2181 4.25 2201 4.75	340 1.60	10\$ .45	20	325
2221 5.50	0val Dinner Buckets.	20	24	850
Ham Boilers. 170\$2.75	14\$1.80	Flaring Cocoa Shaped	26	425 1.00
175 3.00	31 1.60 41 1.80	Dippers. 161 \$ .25	30	450 1.05 475 1.15
Milk or Rice Bottles	Oblong Dinner	151	32 1.05 34 1.15	500 1.25
14\$ .95 16 1.00	Buckets. 110\$1.65	Genuine Cocos	86 1.35	Square Stove Pans.
18 1.15	111 1.75	Shaped Dippers. 55\$ .50	40 2.00	110\$ .65
20 1.85 22 1.50	112 1.85	Cup Dippers.	Tea Kettles.	111
24	Aurora Dinner	9 \$ .25	20\$ .75	113
28 2.50	Buckets. 775\$1.65	11	30	114 1.00 115 1.15
36 3.00 141 1.00	776 1.90	Flaring Dippers. 010 \$ .25	50 1.00	116 1.25
161 1.10	875 1.90 876 2.15	011	60	Square Jelly Cake
181 1.25 201 1.40	Chambers.	Windsor Dippers.	80 1.50	Pans.
221 1.65	1 1 \$ .50	100	070 2.00	99\$ .80
241 1.90 261 2.15	1 1 1	110	080 2.25	90
281 2.75	8	114	160 1.25	Jelly Cake Pans. 8 \$ .25
361 3.50 52 1.05	Chamber Covers.	Oblong Soap Dishes.	170 1.45   180 1.65	9
52 ½ 1.15 53 1.20	1 1/2	Wall Soap Dishes.	190 2.00	10
58 1/4 1.35	2	60\$ .80	Deep Ladles.	69
54 1.50 56 2.00	Colanders.	060	100	70
58 2.50	1\$ .50 2	7 \$ .50	110	78\$ .30
521 1.15 521 1/2 1.25	875	40	9125	80
531 1.85	104	Coffee Flasks.	101	Oval Dish Pans.
531 ½ 1.50 541 1.65	80670	Round Coffee Flasks.	121	15\$1.50 18
561 2.15 581 2.75	407	110 <b>\$</b> .65 210 <b>7</b> 5	Soup Ladles. 29	22 2.00
Smls. Bowls.	1\$ .45	Pieced Funnels.	80	Dish Pans. 80\$ .95
9.10\$ .20	Covered Commodes. 5\$1.50	01 8 .80	Graduated Measures.	100 1.00
16	Odorless Commodes.	0885	11\$ .50	140 1.15 170 1.35
18	6\$1.65	04	(No Lip.)	210 1.55
22	Combinets. 40\$2.85	06	011\$ .45 Standard Measures.	800 2.35   400 3.50
24	Pot Covers.	Fruit Jar Fillers.	01 \$ .25	10195
28	4\$ .15	20\$ .25 Berlin Kettles,	02	171 1.25
30	41/2	02\$ .55	04	Rinsing Pans.
125\$ .25	51/2	08	05	01095
Wash Bowls.	61/220	05	Jelly Moulds.	012 1.00
26\$ .85 2840	7	06	080\$ .25	017 1.25
30	8	010 1.85	Children's Mugs.	Lipped Frw Pans.
34	8 ½	021	5	80 \$ .80
36	91/4	031	Chamber Pails. 1\$1.40	32
Covered Buckets.	10	051 1.00	2 1.50	34
21	11	061 1.15	8 1.75 4 2.00	35
22	12	0101 1.65	25 2.15	National Fry Pans.
23	12 1/2	Convex Kettles.	30 2.35   Water Pails.	49\$ .30 5035
26	13 1/260	212\$1.05	110\$1.15	51
28 1.00 30 1.25	14	214 1.25 216 1.50	112 1.85	52
82 1.50	15 1.00	216 1.50 218 1.75	116 1.85	54

	RETAIL	SELLING PRICE	-Continued.	
55	Lipped Sauce Pans.	Soup Plates.	1450 1.60	218 6.00
56	9\$ .25	58	1650 1.90   1850 2.25	224 7.50
Muffin Pans. 406\$ .45	12	60	Berlin Sauce Pots.	812 9.00
408	16	Coffee Pots.	02\$ .55	32415.00
409	18	3	08	33618.00
Corn Cake Pans.	22	5	06	Bread Raisers. 10\$1.75
706 \$ .55	24	25	08 1.15	14 2.00
709	28	85	010 1.40	17 2.85 21 2.75
712	30	55 1.05	021	101 2.00
Milk Pans.	Straight Sauce Pans. 250 \$ .55	21 1/2	031	141 2.25 171 2.75
020	350	51	051 1.00	211 3.25
11	650 1.00	25185	081 1.85	Nesco Perfect Roasters.
20	Shallow Stew Pans.	351	0101 1.65	150\$2.50
40	3\$ .30 4	551 1.15	Convex Sauce Pots.	180 3.25 200 4.20
50	5	015 1.00	212\$1.05	Grocers' Scoops.
80		025 1.15	216 1.50	2\$ .40
100	Deep Stew Pans.	045 1.35	218 1.75 220 2.00	3
Pudding Pans.	16	055 1.50	222 2.50	5
50\$ .25 10025	20	0151 1.05	2121 1.20 2141 1.40	30
150	Molasses Pitchers.	0351 1.80	2161 1.75	40
200	601\$ .55	0451 1.40	2181 2.00 2201 2.25	Flat Skimmers.
400	Convex Water	Tea Pots.	2221 2.75	9 \$ .20
500	Pitchers. 401\$ .60	00\$ .50	Oval Sauce Pots.	11
800	40265	01	3 2.25	12
Pus Pans.	404	10	20 2.50	Spittoons. 200\$ .85
1	405	20	30 2.50 40 2.75	300 1.10
2	. Water Pitchers.	40	Straight Sauce Pots.	Club Spittoons.
30	5\$1.00 10 1.15	50 1.05 00160	014\$ .50	Hotel Spittoons.
Berlin Sauce Pans.	20 1.25	011	018	Basting Spoons.
03	1	10180	020	10
. 04	2	201	024 1.25	12
06	4 1.20	401 1.05	028 2.00	16
08 1.15 010 1.85	6 2.00	501 1.15 100095	030 2.25	18
012 1.65 02165	Pitchers & Bowls.	1010 1.00	80 1.25	7\$1.15
03175	200 1.75	1030 1.25	100 1.50	9 1.35
041	Dinner Plates. 19\$ .25	1040 1.40	160 2.25	Tea Steepers.
061 1.15	20	2000 1.00	200 2.75 801 1.40	2\$ .50 855
081 1.40 0101 1.65	21	2010 1.10   2020 1.20	1001 1.75 1201 2.00	Handy Strainers.
0121 1.85	27\$ .20	2030 1.35 2040 1.45	1601 2.50	140 \$ .15
Comb. Dbl Sauce Pans.	28	2050 1.65	2001 3.00	Gravy Strainers.
1\$1.50 11 1.75	30	Fireless Cooker Pots	Covered Stove Pots.	Jelly Strainers.
Comb. Triple Sauce	31	420\$ .85 620 1.15	707 1.50	20\$ .80
Pans.	40	820 140	709 2.50	Cake Turners. 13\$ .15
10\$2.25 101 2.50	Lebanon Pie Plates.	1420 1.25 1620 1.60	7061 1.50 7071 1.75	14
Sauce Pans.	47\$ .25	1820 1.90	7081 2.25	Female Urinals.
162\$ .55 163	48	450 1.15 650 1.55	7091 2.75 Soup Stock Pots.	Male Urinals.
164			212\$4.50	2\$1.85
FASTENERS—Casement, C Common Brass Plated, 10	ommon Brass Plated, 2	Size 14		Size 6
			nife Bastard.	Band Saw.
FELT—Deadening, Size Rol lb., \$6.00. Tarred, 250	ft. roll, \$1.35 each; 5	00-ft. roll, Size 4	\$ .30	Size 5 \$ .15
\$2.60 each. FILES		Size 5		Size 6
Flat Bastard size 6 \$ .8		10 .85		Size 8
	35 Round Bastard size 35 Round Bastard size	12 .45 Size 3 1/2 14 .60 Size 4,	2 for 25c \$ .15 2 for 25c .15	Cant Saw.
Flat Bastard size 10 .4	15 Round Bastard size	16 .85 Size 4 1/4	. 2 for 25c .15	Size 5
Flat Bastard size 14 .9	O Size 4	stard. Size 51/2		Size 7
Flat Bastard size 16 1.1 Mill Bastard size 4 .1	Size 5		25	Size 8
Mill Bastard size 5 .:	80 Size 7	40 Size 8		Warding, $4\frac{1}{2}$ to $5$ $25$
Mill Bastard size 7 .	Size 8	45	ra Slim Tapers.	Warding, 6
Mill Bastard size 8 .:	Size 12	65 Size 3 1/4	. 2 for 25c 8 .15	Size 6\$ .40
Mill Bastard size 12 .4	15 Size 16	85 Size 4, 1.15 Size 4 14	2 for 25c .15 . 2 for 25c .15	Size 8
	Square Basta	rd. Size 5		
Round Bastard size 3 .1	5 Size 4	\$ .20 Size 5 1/2 Size 6,	2 for 85c .20	Size 14 1.15 Half Round Cabinet.
	[5 Size 6	25 Size 7		Size 6\$ .45
Round Bastard size 5	20 Size 7 20 Size 8	35	Weeds Saw.	Size 8
Round Bastard size 7	25 Size 10	45 Size 5.	8 for 50c \$ .20	Size 12
Round Bastard size 8 .2	25 Size 12	60 Size 5 1/2	, o 101 000av	D 24



Half Round Wood Rasps. Plain Horse. Size 6	0, 75c. Stone Hammer No. 710: 8 to 4-lb., 35c lb.; 4 to
Size 860 Size 14 1.00	12-lb., 25c lb. Striking Hammers—Long Pat. 750, 3 to 4-lb., 30c lb.; 5 to 20 lb., 25c lb. B. S. Sledge No. 830, 25c;
Size 10	No. 840, 25c. Stone Sledge, 25c; Coal Sledge, 25c.
Size 14 1.40 Tang Horse.	HANDLES—Axe—Single Bit, Shaved, each, 40c; Oval, 25c; Double Bit, Shaved, 40c; Oval, 25c, No. 1 Boys, 25c
Size 8\$ .60 Size 12\$1.00	HANDLES—Axe—Single Bit, Shaved, each, 40c; Oval, 25c; Double Bit, Shaved, 40c; Oval, 25c. No. 1 Boys, 25c. Chisel—Leather Tip, 10c. Hammer, A. E. First Quality, Size 12, 15c; size 13, 15c; size 14, 15c. Machine, size 12, 15c; size 13, 15c; size 14, 15c. Hatchet, 13, 15c; 14, 15c; 15, 15c; 15c, 15c; 15c; 15c; 15c; 15c; 15c; 15c; 15c;
Size 970 Size 16 1.75	Size 12, 15c; size 13, 15c; size 14, 15c. Machine, size 12, 15c; size 13, 15c; size 14, 15c. Hatchet, 13, 15c; 14, 15c;
Size 10	15, 15c; 16, 15c. Peavey, Hickory, each, 2½x4, 75c; 4½,
PIPE FITTINGS—	15, 15c; 16, 15c. Peavey, Hickory, each, 24x4, 75c; 44, 80c; 24x44, 85c; 5, 90c; 24x44, \$1.00; 5, \$1.05; 8x5, \$1.15. Maple, each, 24x4, 50c; 44, 60c; 24x44, 65c; 5, 70c; 24x44, 70c; 5, 75c; 3x5, 80c. Pick, Drift, each, No. 1, 35c; No. 2, 25c. Hand Saw Handles, Disston, No. 7, 25c.
Bushings, black .04 .04 .05 .06 .08 .10 .15	5, 70c; 2 % x4 ½, 70c; 5, 75c; 3x5, 80c. Pick, Drift, each, No. 1, 35c; No. 2, 25c. Hand Saw Handles, Disston, No. 7.
Caps, black .07 .07 .09 .16 .26 .30 .50	No. 1, 35c; No. 8, 50c; No. 12, 65c. Sledge, Shaved, each, 30-in, 35c; Oval, 30-in, 25c. Plain Bent Hay: 4½-ft., 55c; 5-ft., 60c. Plain Manure, 4-ft., 50c; 4½-ft., 55c. X Strap Hay, 4-ft., 75c; 4½-ft., 80c; 5-ft., 90c; 5½-ft., \$1.00. X Strap Manure: 4-ft., 80c; 4½-ft., 85c. Hoe—Ivanhoe, 4½-ft., 50c; Mortar, 85c; X German, 4½-ft., 70c; Planter, 4½-ft., 60c. Rake—X, 6-ft., 75c. Long Shovel, XX, 70c. Long Snade, XY, 60c. D. Hen.
Caps, galvanized .10 .10 .10 .12 .20 .40 .50 .70 Couplings, black .05 .06 .07 .10 .13 .17 .21 .28	ft., 60c. Plain Manure, 4-ft., 50c; 4½-ft., 55c. X Strap
Couplings, galv06 .08 .10 .18 .18 .25 .32 .40	Hay, 4-ft., 75c; 4½-ft., 80c; 5-ft., 90c; 5½-ft., \$1.00. X
Crosses, black16 .24 .35 .56 .60 .72 1.20 Crosses, galvanized24 .35 .58 .80 1.00 1.40 1.90	4½-ft., 50c; Mortar, 85c; X German, 4½-ft., 70c; Planter,
Elbows black .06 .08 .10 .12 .15 .22 .80 .45	4½-ft., 60c. Rake—X, 6-ft., 75c. Long Shovel, XX, 70c. Long Spade, XX, 65c. Long Maynard, XX, 70c; D Han-
Elbows, galvanized .08 .10 .12 .15 .22 .35 .45 .70 45 dg. Elbows, blk .06 .08 .10 .15 .18 .32 .35 .50	dles, 75c.
45 dg. Elbows, glv08 .10 .12 .18 .26 .42 .50 .72 St. Elbows, black .06 .08 .10 .15 .18 .32 .35 .50	HATCHETS—Lath, 1 Plumb, 85c; Lath, 2 Plumb, \$1.00; Underhill Regular, \$2.25; Underhill, Boston Pat., \$2.50;
St. Elbows, galv08 .10 .14 .28 .28 .42 .50 .72	Underhill, St. Paul, \$2.50; 141 Sayre, \$2.00; 140 Sayre, \$1.75. Flooring, 1 Plumb, \$1.75; White, \$1.75. Broad, 1
Floor Flanges, blk 16 . 19 . 22 . 28 . 35 . 40 . 48 Lock Nuts, blk 04 . 05 . 07 . 13 . 17 . 24 . 26 . 30	\$1.75. Flooring, 1 Plumb, \$1.75; White, \$1.75. Broad, 1 Plumb, \$1.50; 2 Plumb, \$1.75; 3 Plumb, \$2.00; 4 Plumb,
Lock Nuts, galv05 .05 .09 .18 .25 .85 .40 .55 Reducers, black .08 .08 .11 .15 .24 .28 .32 .54	
Reducers, gaiv12 .12 .16 .23 .36 .42 .53 .80	8 White, \$1.65; 7, \$1.75; 6, \$1.85; 5, \$2.25; 4, \$2.50. Claw, 1 Plumb, \$1.35; 2, \$1.40; 3 \$1.50. Shingling, 1 Plumb, \$1.20; 2, \$1.30. Half, 1 Plumb, \$1.25; 2, \$1.30. Barrel or Fruit Box—Sayre, 400, \$1.65; 401,
Return Bends, blk22 .26 .38 .60 .75 .90 1.25 Close Ret. Bds, blk24 .30 .42 .65 .82 1.00 1.50	Plumb, \$1.20; 2, \$1.25; 3, \$1.30. Half, 1 Plumb, \$1.25; 2 \$1.80 Barral or Fruit Box—Savra 400 \$1.65; 401
Med. Ret. Bds, blk26 .34 .45 .68 .90 1.85 1.85	\$1.50.
Open Tees, black .08 .13 .15 .17 .21 .86 .48 .80 Open Tees, galv12 .19 .22 .25 .34 .60 .80 1.25	HINGES & BUTTS (Screws Included)—
Unions blk .15 .18 .20 .22 .30 .40 .50 .65 Unions, galv22 .25 .30 .35 .40 .60 .75 .90	No. 900 Lt. Strap Hinges. 5x5-in 1.00 1.10 Pr. Dz. Pr. 5½x5½-in 1.25 1.35
NIPPLES—Right Hand.	3-inch\$ .20 \$ 1.75 6x6-in 1.40 1.50
Size 2 2½ 3 3½ 4 5 6 7 8	4-inch25 2.10 5-inch30 2.15 No. 241 F&D2.
%, black .04 .06 .06 .06 .07 .08 .10 .12 .15 %, galv06 .11 .11 .11 .12 .14 .16 .18 .22	6-inch35 2.90 272 x2 72-in \$ .40 \$ .45
14, galv. 06 .11 .11 .12 .14 .16 .18 .22 .14, black 04 .06 .06 .06 .07 .08 .10 .12 .15 .14 galv. 06 .11 .11 .11 .12 .14 .16 .18 .22	5 5 5 72 A 3 72 A 111. A 10 A 5
%, galv06 .11 .11 .11 .18 .16 .18 .22 .26	4-inch \$ .25 \$ 2.40 4½ x4½-in55 .65 5-inch35 8.75 5x5-in80 .95
%, galv06 .11 .11 .12 .14 .16 .18 .22	6-inch40 4.00 514 7514 in 1.00 1.20
74, black .05 .07 .07 .07 .08 .10 .12 .14 .16 .4, black .06 .09 .09 .09 .09 .11 .13 .17 .18	8-inch60 5.60 6x6-in 1.30 1.50 10-inch90 9.50
%, galv08 .14 .14 .14 .14 .18 .21 .25 .32	12-inch 1.85 13.00 No. 241 SF 2.
1, black .08 .13 .13 .13 .13 .15 .18 .23 .25 1, galv11 .19 .19 .19 .19 .24 .28 .34 .38	No. 304 Int. 166 Illinges. 214 X2 1/2 in @ 45 A
1'4, black .11 .11 .17 .17 .20 .24 .29 .88	3-inch\$ .15 \$ 1.75 3 \( \) x3 \( \) in50
1½ black .13 .13 .20 .20 .25 .29 .36 .40	5-inch20 2.10 414 v414 in60 .65
1½, galv21 .21 .35 .35 .35 .39 .46 .54 .60 2, black .18 .18 .27 .27 .27 .32 .38 .50 .54	6-inch25 2.40 5x5-in, 105 15
2, galv27 .27 .47 .47 .47 .52 .61 .68 .75	No. 937 Cor. Tee Hinges. 372 x 372 · 1n 1.35 1.50
FIXTURES—Grindstone—Auto: 01, \$1.50; 02, \$2.50. Ball	4-inch \$ 35 \$ 3.00
Bearing: 15, 75c; 17, 85c; 19, \$1.00; 21, \$1.25. Am. Heavy—17, \$1.00.	6-inch 60 500 3x3.in 50 \$ .55
FLASHLIGHTS—Ever-Ready, complete—Each, No. 6961, 75c; No. 6962, \$1.00; No. 1991, \$1.50; No. 2604, \$1.50; No. 2631, \$1.50; No. 2616, \$1.70; No. 2616, \$1.75; No. 2630, \$1.25; No. 2683, \$2.40; No. 2634, \$2.00;	0-1000 (0 8.00 07xx3%-1n 50 ee
2631, \$1.50; No. 2632, \$1.75; No. 2619, \$1.70; No. 2616,	12-inch 1.75 17.00 4½ x4½-in, 90 1.00
\$1.75; No. 2630, \$1.25; No. 2683, \$2.40; No. 2634, \$2.00; No. 2659, \$3.00.	No. 838 Butts. 514 v514 an 1.10 1.30
FLATTERS-Blacksmith-2-in., 75c; 21/2-in., 90c; 8-in.,	%-inch \$ .10 \$ .75
\$1.20; 3½-in., \$1.45; 4-in., \$2.00.	1-inch 10 .85 Mo. 160 F&D2.
FROES—Special—Each, 12-in., \$1.65; 14-in., \$1.75; 16-in., \$2.00. Common—Each, 12-in., \$1.25; 14-in., \$1.35; 16-in.,	1 14 inch 10 105 2 12 in \$ 40 \$ 50
\$1.50.	1 % inch 15 1.20 3 ½ in
GATES—Molasses—Stebbins: 2, 45c; 3, 50c; 4, 60c; 5, 65c; 6, 75c. Perforated: 4, 85c; 1, \$1.00; 14, \$1.25; 14,	2 4 inch 15 1 45 4 in70 80
\$1.40; 2, \$1.65.	2 % inch20 1.85 No. 160 N
GAUGES—Butt—No. 93, 85c; No. 94, \$1.10; No. 95, \$1.00; No. 95½, 75c. Marking—No. 61, 15c; No. 64, 30c; No. 65, 55c; No. 71, 55c; No. 77, 90c; No. 90, 40c; No. 91,	3-inch 20 2.15 Cont. Ret. 8½-inch 25 2.50 2½-in 3.45 \$ .50
65, 55c; No. 71, 55c; No. 77, 90c; No. 90, 40c; No. 91,	No. 840. 5.11
85c; No. 92, \$1.50; No. 97, 65c; No. 98, \$1.00. GLASS GAUGES—40% off list.	Pr. Dz. Pr. 372-in60 .70
GLASSES-Ground Level-1%, 50c; 2, 60c; 2%, 65c; 8, 70c;	1%-inch 15 1.60 4½-in 1.00 1.15
3½, 75c. Proved Level—1¾, 10c; 2, 10c; 2½, 15c; 3, 15c; 3½, 20c.	2-inch15 1.65 No. 160 S F2. 2 1/4 inch20 1.80 Cont. Ret.
GLUE—Dry—Ex. Ex. White, 85c lb.; White, 70c lb.; Dark, 60c lb. Lepage's—Each, 1 oz.,10c; ½ gill, 15c; gill, 25c;	2 ½ -inch20 2.00 2 ½ -in \$ .45 \$ .55
60c lb. Lepage's—Each, 1 oz.,10c; ½ gill, 15c; gill, 25c; ½ pint, 40c; pint, 60c; quart, \$1.00; ½ gal., \$1.75; gal-	2 % inch
lon, \$3.00. Imperial—Same as Lepage's.	No. 731 1/2. 4-in
GRAPHITE—Flake per lb, 75c.	2 ½ x2 ½·in \$ .40 \$ .45 No. 165 F&D2.
GRINDERS—Carb. & all 1st Grade—No. 1, 4-in., \$4.00; No. 2, 5-in., \$5.50; No. 3, 6-in., \$7.50; No. 4, 7-in., \$10.50.	3x3-in
GRINDSTONES-Mounted. Wood Frame, No. 1, \$7.00 each;	4x4-in50 .55 2-in40 .45
No. 2, \$7.50 each. Angles, Steel Frame, \$7.50. Tubular, Steel Frame, \$8.00; loose, 4c per lb. Fixtures (See Fix-	4 ½ x 4 ½ · in
tures).	5 ½ x 5 ½ · in 1.25 1.35 3 ½ · in
HAMMERS AND SLEDGES—Adze Eye, 1st Grade—10, \$1.65; 11, \$1.35; 11½, \$1.25; 12, \$1.15; 13, \$1.10. Ball Pein—	No. 733. 4-in
11, \$1.35; 11½, \$1.25; 12, \$1.15; 13, \$1.10. Ball Pein—3-b, \$1.75; 2½-b, \$1.55; 1½-b, \$1.35; 1½-b, \$1.25; 1½-b, \$1.35; 1½-b, \$1.25; 1½-b, \$1.35; 1½-b, \$1.25; 1½-	3x3-in40 .45 No. 165N&SF2.
1\(\frac{1}{2}\)-1\(\frac{1}\)-1\(\frac{1}\)-1\(\frac{1}{2}\)-1\(\frac{1}{2}\)-1\(\frac{1}{	4x4-in50 .55 1½-in \$ .40 \$ .45
\$1.00; No. 4, 95c; No. 3, 90c; No. 2, 85c; No. 1, 80c; No.	4 ½ x 4 ½ · in

	RETAIL SELLING	PRICE—Continued.	
2 ½-in	3x3	1009 .50 1112 1010 .45 1113 1011 .35 1114 1012 .30 1013 .25 1014 .20 Gross lots or full packages, 50% of the series of full packages, 50% of the series of the s	40, 1½, 30c; 2, 35c; 70c; 4½, 85c; 5, \$1.00; t. No. 1040—Doz., 2½, \$3.90. Gross lots 40% common bar, 8c per lb. Bars, 10c lb. Per lb., 10 to 16, 17c; ack Sheets, Full Sheets—16c. For cutting sheets Ptd., 28 Ga., \$10.00 per Potts No. 50, \$1.75 set; \$1.25. c doz. ft., 3c; 5-16, 3c; %, 4c; -111, per in., 1½c; 112, 0c box of 50 ft.
No. 289 F&D2. Pr. Dz. Pr. 2x2	1475 F&D2 20 2.20 1475 SF2&N 25 2.80 1474 F&D2, 1½ 25 2.40 1474 F&D2, 2 30 8.30 1474 SF2, 1½ 25 2.80 1474 SF2, 2 85 8.60 -Narrow Middle & Broad Add	LADDERS—Extension, per ft., 30c; 20c; best, per ft., 50c.  LAMP GLOBES—No. 0, 20c; No. 0 20c; No. 2 C. B. Short, 20c; No. 2 Ruby Short, 50c; Dietz Jr., 20c  LANTERNS—No. 0, \$1.00; No. 1 C. \$1.50; N. S., \$1.50. Ruby Globes	Ruby, 45c; No. 2 C. B., 2 C. B. Ruby, 50c; No.; ; No. 39 R. R., 25c.
35% to List.  HODS—Coal—Open Jap.—15, 20, 90c. Open Galv.—15, \$1:35; 20, \$1:45.  HOOKS—Bright. No. Doz. 0	No. Doz. 104	LEAD—White—12½-lb. keg, \$2.15; keg, \$8.25; 100-lb. keg, \$16.00.  LEVELS—No. 0, \$1.25; No. 5, \$2.25 \$2.75; No. 25, \$3.00; No. 30, \$2.25 \$3.50; No. 95, \$5.50; No. 96, \$7.36—12, \$2.00; 18, \$2.50; 24, \$2.6 18, \$3.50; 24, \$4.00; No. 34, \$10.4424, \$5.50.  LIFTS—Sash—Large Bar, \$1.25 doz.;	25-lb. keg, \$4.25; 50-lb.; No. 10, \$2.75; No. 15, : No. 90, \$3.50; No. 93, 00; No. 103, 75c; No. 85. No. 37—12, \$3.00; 1.35; No. 4524, \$4.00;
3 .55 4 .45 5 .35 6 .25 7 .20 9 .15 10 .15 11 .55 12 .10 13 .10 14 .10 Gross—60% Discount from 1 Brass No. 1412—	107	Hook, 40c doz.  LINE—Clothes—No. 9 Wire, length 100, 75c. Twisted, 50, 30c; 75, 35  LOCKS—Rim—Steel, 75c set; Cast, 60  AR LOCKS—2:in., per pair 40c; 2½:in., per pair, 70c.  MATS—Reg. Cocoa—Door, 14x24, 90c \$1.40; 20x33, \$1.85 \cdot 22x36, \$2.00.  16x30, \$2.25.  MATTOCKS—Handles Extra—Pick, Short Ctr., \$1.35; 6-lb. Long or \$10x00, \$1.25, \$1.25.	50, 50c each; 75, 60c; 5c; 100, 40c. 60c set. 2 ½·in., per pair 60c; c; 16x27, \$1.25; 18x30, Medium, 16x27, \$1.50; \$1.50: 5-lb. Long or
Dos. 3.20 54	Doz. 1 14, 2 for 5c. \$ .85 1 1440 1 1450 1 14, 2 for 15c75 2, 2 for 15c85	MAULS—Handles Extra—Post, cast, 920, 25c; Woodchoppers, 960, 25c 25c. Dbie Face (see Hammers).  MOP STICKS—No. 7, each 20c; No Janitor's, 60c.  MOPS—Slasher, 20 oz., each 50c; 24	; Woodchoppers, 960A, o. 13, 20c; No. 70 or coz. 65c: 28 oz., 75c:
Dos.	60% discount from list.	Cotton, 20 02., 50c; 24 02., 60c; 28 07., 19-in., \$20.00; 21-in., \$22.00. Comin., \$5.25; 16-in., \$5.50.  NAILS—Base per keg \$5.50; 50 to 9 lbs. to keg price. 1 to 50 lb., Fine Bright, 8c; Common 2 & 3d, 8c; 4 8 to 60d, 7c. Casing—2 & 3d, 8c; 4 8; 6c. Finishins—2 & 3d, 10c; 4 & 5mooth Box—4 to 6d, 8c; 8 to 20d 5d, 8c; 6d, 8c; 8 to 20d, 8c. Barl 1 to 1½, 10c. Plaster Board, 10c. Casing 6 & 8, 8c; Galv. Felt, 15c; 6 shoe—Capewell, 30c per lb.; Nortl Union, 20c per lb.  NETTING—Poultry—No. 19, 2-in., min., \$2.25; 24-in., \$3.00; 30-in., \$3.7, \$6.00; 60-in., \$7.50; 72-in., \$9.00. 12-in., \$3.00; 18-in., \$4.50; 24-in., \$6-in., \$9.00; 48-in., \$12.00; 60-in., \$12.00; 60-i	8 0z., 75c.  8 16.00; 17-in., \$18.00; mon—12-in., \$5.00; 14-  9 1bs. add 50c per 100 e Blue 2 & 3, 8c; Fine & 5d, 8c; 6 & 7d, 7c; 4 & 5d, 8c; 6 to 20d, 8c. 1, 8c. Barb Box—4 to b Roof.—4 & 4, 10c; C. O. Box, 10c. Out alv. Boat, 12c. Horse- hwestern, 30c per 1b.;  esh, 12-in., \$1.50; 18- 5; 36-in., \$4.50; 43-in., No. 20—1-in. mesh, \$6.00; 30-in., \$7.50; \$15.00; 72-in., \$18.00. 2-in. mesh, 1 to 50-ft., re, 1½c sq. ft. Union 4.50; 48-in., \$5.25; 60- 1; 10-in., \$2.15; 12-in.
$ \begin{array}{c ccccccccccccccccccccccccccccccccccc$	.80 1207 .80 .75 1208 .75	NUTS—Blank—¼, 25c; 5-16, 23c; ¾ 17c; 9-16, 17c; ¾, 16c; ¾, 16c; Pressed, Threaded—¼, 27c; 5-16, 21c; ¼, 19c; ¾, 18c; ¾, 18c; ¾, DAKUM—Plumbers, 16c lb.; Navy, 25c DIL—Boiled Linseed, \$1.60 gal. DILERS—00, 10c; 0, 10c; 1, 15c; 1½ 4, 30c; 5, 85c; 13A, 25c; 14, 30c; 16, 40c.	c. . 15c: 2. 20c: 8. 25c:

			4DDII	n c	777	2 D Z D	D.
		H	4RDW -				
OUTBITG Cabble	Fali						PRICE
OUTFITS—Cobble Home, No. 1, \$ 15, cast, 90c; able, \$2.25.	2.00; No. 15	pse, esc. 2, \$1. extra h	n, \$1.00; .50. Las	ts and	Stand:	5. s, No. malle-	Stan Stan Stan
able, \$2.25.	Dukkan	CA3-	-1 00-	16 . D.			Stan Stan
PACKING—Sheet Italian Hemp, Piston Spiral St	Common,	-Stands 40c;	Square I	Flax, b	raided,	50c;	Stan
Low Pressure,	\$1.25.						PLIER 5 1/2
PANS—Acme Fry 20c; No. 2, 25c 40c; No. 7, 45	No. 8,	25c; No	ch, 10c; o. 4, 30c:	No. 0, ; No. 5,	15c; 35c;	No. 1, No. 6,	Cutti \$2.50
PAPER—Building	c. P &	B: .10.	1.500,	<b>\$2.0</b> 0;	No. 1	-1000,	PLUGS
\$3.75; No. 2-5 \$4.00; No. 8-1	000, <b>\$2</b> .8 .000, <b>\$</b> 7.	5; No. 50. Im	2-1000, itation 1	\$5.50; P. & B	No.	3-500, 1-500,	POLIS
PAPER—Building \$3.75; No. 2.5 \$4.00; No. 3.1 \$1.80; No. 1-1 \$4.95; No. 3-50 Red Resin—17-	000, \$3.60	40; No. 3.	1000, \$6	\$2.55; 3.75.	No. 2	·1000,	qts., oz.,
<b>41.00</b>							POTS- \$9.3
Sandpaper—Qu 2-2½, 75c; No	. 3, 85c.						\$1.10 4-qt.
PEAVIES-		Maple	cket— Hickor	ry Ma	-Bango ple H	ickory	Ptd PULLI
2½ x4 4½		. 2.25	\$2.85 2.50	2	.50 .60	\$2.70 2.85	rills, PULLI
2 ½ x4 ½ 5 2 % x4 ½		2.50	2.65 2.85	2	.65 .75	8.00 3.10	60c;
5	• • • • • • • • • • • • • • • • • • •	. 2.75	2.95 3.00 3.25	3	.00 .10 .50	8.25 3.35 3.60	PUTT!
PICKS-Drifting-	Each,	3-lb., \$					RIVET
PICKS—Drifting- \$1.25; 5-lb., \$ 7-lb., \$1.50; 8	-lb., \$1.7	5. Con	-5-10., atractors	-6 ½ -11	b., \$1.0	\$1.35; 65; 8	4-lb. Ban
lb., \$1.65. PINS—Escutcheon	n-Small	lots, 1	5c oz.; l	arge lo	ts, 409	6 over	and No.
List. PIPE—Stove.				Tee	Tee	Tee	RH, 85c.
3	Com.	\$ .45	Plan.	Com.	Pol.	Plan.	12, Cop
5	80	. <b>45</b> .50	\$ .75	\$ .75	\$ .80	\$ .85 1.25	ROOF:
6	85	.50 .6 <b>5</b>	.80 . <b>95</b>	.80 .95	.90 1.00	1.25 1.50	ROPE
7.6 or 6.7 6.5 or 5.6		•••	•••	.45 .40	.55 .50		sold
7.5 or 5.0  No. 25.60; %, \$6.55; %, 1%, \$25.60; %, 1 full length— %, \$13.60; 1, 2%, \$69.25; length, 10% e. Charges for thr smaller, each 35c; 4%-in., \$1.00.	Black, 1 \$8.65;	'ull leng %, \$10.	th—¼, 75; 1, \$	\$6.20; 15.85;	1 14, 1	\$6.80; 21.40;	Size 3·16
1½, \$25.60; \$100.70; 4, \$1	2, <b>\$</b> 84.4 19.20. C	15; 2 1/2 lut Leng	\$57.95 th, 10%	extra.	\$75.85 Galv	; 8½, anized,	5-16
%, \$13.60; 1,	\$8.70; \$20.10;	1 14, \$27	.55: %, 7.20: 1 ½	\$9.30; \$82.5	0; 2,	10.90; 43.75;	% 7·16
leneth, 10% e	2, \$90.70 xtra.	0; 8 <del>//2</del> ,	\$184.60	); 4, ¥	159.70	. Cut	⅓ 9-16
smaller, each	thread,	5c; 1-i	n., 6c;	1 % in.,	7c;	l. and	% % %
\$1.00. Charges for cu	450; 5-111	., 550;	o·in., 70	7-11 	., 850	, o-1m.,	⅓ .
PITCH—Asphalt					, 65c;	25-lb.	Lar Wir
can, \$1.00. PLANES—							RULE No.
1 \$2.10 2 2.65	24	\$2.00 <b>2.</b> 00	72 72 1/2	8.00 4.65	180 131	1.15 2.00	3 5
3 2.75 4 8.00	26	1.90 2.25	74 75	7.00 .60	140 146	2.00 3.00	7 17
4 1/4 3.50 5 8.50	27 27 1/2	2.50 2.50	78 SCRAP	2.25	147 148	8.00 8.00	80 80 3
4.00 6 4.50 7 5.00	29	2.65 2.75 3.00	80 81	1.25 2.00	180 181 182	1.75 1.75 1.75	31 32
8 6.00	81	8.25 8.35	82 83	1.50 1.50	190 191	1.85 1.85	32 <sup>1</sup> 88
9% 1.50 9% 1.75 10 4.35	38 84	8.85 8.50	PLANE	- Q	192 220	1.85	36 36
10 1/2 8.50	85	2.50 2.75	85 87	8.50 2.75	289 340	1.10 2.75 2.25 7.50	38 39
	87 89	2.85 2.25	90	2.75 2.75	444 602	7.50 3.00	40 41 42
11 ½ 4.25 12 3.35 12 ½ 4.50 13 4.25 15 1.50	40 1/4	1.65 2.00	92 93 94	8.50 2.75 2.75 2.75 3.85 3.85 3.00	608 604	3.00 3.25 3.50	50
11 % 4.25 12 8.85 12 % 4.50 13 4.25 15 1.50 15 1.90 16 1.65	45	9.50 7.50	97 98	8.00 1.40	604 7	<b>4</b> .00	51 52 <b>53</b>
16 1.65 17 1.85	47 48	5.50 8.75	99 100	1.40 1.40 .40	605 % 606 607	5.00	54 54 57
1572 1.90 16 1.65 17 1.85 18 1.75 19 1.85 20 5.65 20 5.65	46 47 48 49 5 50 5 55 5 57	8.85 8.50 2.75 2.85 2.25 1.00 9.50 7.50 8.75 3.75 17.50	101 102	.60	608	5.75 6.75	57 58
20 5.65 201/2 5.00	55	17.50 5.50	• • •	Stan Sing	le	Stanley Double	61
21 2.00 22 2.00 61 1.50 62 3.85 65 1.90	60 102	1.65 1.50 .75 2.85	1 1/4 1 1/4 1 1/4	· .	85 40	\$ .55 .60	Alr 4-f
61 1.50 62 3.85 65 1.90	108 5 104 5 105	2.85 3.25	2 14		40 45 50	.65 .70 .75	4-f 5-f 6-f
65 1.96 65 1.65 71 2.85	5 110	.85 4.25	2 1/4 2 1/4 2 1/4 2 1/4 2 1/4		50 50 55	.80 .85	
71 1/2 2.25	5 120	1.10			55	.85	REG
Stanley 100	. 101	<b></b>		• • • • • •		20	10

OKLD	—r iumoin	g unu rie	aimg			101
LLING	PRICE-Co	ntinued.				
.75.	Stanley 10	& 101/4 Do	uble			1.25
.75. ds, No. malle-	Stanley 12	& 112	thing		••••••	.85
	Stanley 9	4 & 9 % .	10		• • • • • • • • • •	.80
7, <b>9</b> 0c; l, 50c;	Stanley 60	65				.80 .80
Water,	PLIERS-B	ernards—No.	102, \$	1.35; No. 4	14, \$1.85;	No.
No. 1, No. 6,	5 1.60 Cutting—	); No. 6½, No. 5, \$1.75	\$2.00; N ; No. 6,	1.35; No. 4 o. 7½, \$2.25 \$2.00; No. 7	<ol> <li>Kleins,</li> <li>\$2.25: No</li> </ol>	Side ). 8.
No. 6,	\$2.50; No	. 9, \$8.00.				,
1-1000,		ark-\$1.00 (				
3-500, 1-500,	POLISH—B	rilliantshine- 11.00: gal	—⅓pt., \$1.50. ]	20c; pts., 3 Rex—½-pt., , \$1.50. Li 00; gal., \$3.0	35c; qts., 20c: pts	60c; 85c:
2-1000,	qts., 60c;	1/2 gal., \$	1.00; gal	, \$1.50. Li	quid Venee	r_4
30-lb.,	POTS-Gaso	line Fire—2	1, \$8.60	; 71, \$12.20	: 72, <b>\$</b> 9.35	: 5.
ic; No.	\$9.30. V \$1.10: 10	Vatering, Ga Gat. \$1.35:	12-at. \$	; 71, \$12.20 ., 85c; 6-qt i1.50; 16-qt., 5c; 10-qt., \$ qt., 85c: 3-qt	\$1.00; 8 \$1.75. T	qt.,
70 <b>7</b> —	4-qt., 55c	; 6-qt., 65c;	8-qt., 8	5c; 10-qt., \$	1.00. Wate	ring
gor— Hickory	PULLERS-	-NailRex.	each *1.0	00; Red Dev	il, \$1.50;	Mor-
\$2.70 2.85	rills, \$1.7	5.		•		
8.00 3.10	60c; No.	9, 60c; No.	109, 600	nwa, per do: :.	E., 60c; No	. 5,
8.25 3.35	PUTTY-Pe	r lb., 10c.				
3.60	PUMPS-P.	8.—1, \$2.5	0; 2, \$2	.85; 8, \$3.25	; 4, \$3.50.	Tin.
4 1/4 · lb., \$1.35;	ners-8 t	o 12 oz., p	r C., 5c	; 1 % to 2 l	b., 10c; 23	to
.65; 8	4-10., 15c Band—No	; 5-16., 20c;	1.00; No	5. 10, \$1.00.	Copper R	rake ivets
% over	and Burra No. 12.	s, No. 8, 1/2 6 lb. pa., 50	·lb. pa., « c: Asst.	.85; 8, \$3.25 or Flat Head; i; 1½ to 2-1 e; 7-1b., 30c. o. 10, \$1.00. 15c; No. 10, Nos. 8 & 9, .8, 1-1b. 86 ½-1b. pa., No. .12, 50c.	1/2-lb. pa., pa. 45c: N	45c;
	RH, pa.	15c. Rivets	only, No	. 8, 1-lb. 80c	No. 10, 1	lb.,
Tee Plan.	12, \$1.15	Copper	Burrs,	b lb. pa., No	s. 8 to 10,	45c.
	Coprer &	Burrs, 1/2-11 Standard1	o. pa. No 4. nlv s	. 12, 500. nnare \$1.75:	1 ply so	nara.
\$ .85 1.25	\$2.00; 2	ply square,	\$2.50; 8	ply square,	<b>\$</b> 8.00.	
1.50	ROPE—Mai	nila3-16 & r 100 ft.: %	1/4 lots to 1-in.	under 200 lots under 5	ft.; 5-16 to 60 ft. All t	o%. obe
	sold by n	leasure.				
\$6.80;	Size	Av. ft. in lb.	Sell per ft.		· po	ell er lb.
\$21.40; 5; 81/4,	3⋅16	80	% c 1 % c	Over 200 f	t	50
vanized, \$10.90;	5-16	3 ฮ	1 % c	Over 100 f	t t	.50 .45
\$43.75; 0. Cut	7-16	27	2 ¼ c 2 ¼ c	Over 100 f	t	.45
	9-16	13	3 ¼ c 4 ½ c	Over 100 f	t t	.45
in. and 1½-in.,	<b>%</b>	8 	6c 7⅓.c	Over 100 f	t t	.45 .45
s; 8·in.,	<b>%</b>	4%	10c 13c	Over 100 f	t t	.45 .45
. 05 lb	Larger .		• • • • • • •			
; 25-lb.	Wire—20	% above lie	it.			
1.15	No.	Price	No.	Price		Price
2.00	3 5	\$ .75 .70	61 1/2 62	\$ .25 .60	04	\$ .40 .50
2.00 3.00	7 17	.75 .60	62C 62 1/2	1.25 .50	05 0 <b>6</b>	.65 .75
8.00 8.00	80	.85 1.00	63 63 1/2	.80 .80	08 103	1.20 .50
1.75 1.75	30 <del>1/2</del> 31	1.00	64	.25	104	.65 .80
1.75	32 32 1/2	.50 .65	66 1/2 66 %	.50 1.00	105 106	.90
1.85 1.85	88 <sup>7</sup> 86	.15 .35	68 69	.20 .15	108 204	1.20 .75
1.85 1.10	36 <del>1/</del>	.45 1.25	72 75	.45 .50	206 303	1.00 .60
1.10 2.75 2.25	38 39	2.75	78 <b>1/2</b>	.85	804	.80 .40
7.50	40 41	3.25 ,25	81 83_	.60 .85	408 404	.50
3.00 3.25	42 50	.30 .35	83C 84	1.00 .55	405 406	.60 .70
3.50 1/4 4.00	51	.80 .50	85 86	4.00 5.00	408 503	.80 .50
4.00 1/2 4.25	52 <b>53</b>	.30	87	6.00	504	.60 .75
5.00	აძ ⅓₂ 54	.65 .65	89 92	6.50 1.50	505 506	.85
5.75 6.75	57 58	.50 . <b>4</b> 5	92 1/2 94	1.25 1.75	508 808	.90 .40
Stanley Double	61	.25	480	1.00	804 805	.50 .60
\$ .55 .60		Zig Zag-	-	1.25	806 808	.70 .85
.65 .70	5-foot .			1.50	853	.40
.75					854 855	.50 .65
.80 .85					856 858	.75 .90
.85	REGISTE	RS-Jap., 62	8, \$1.55	; 8x10, \$1.6		
20 20	10x14,	83.15; 12x14 82.90: 10x14	\$4.35. \$3.80:	; 8x10, \$1.6 White, 6x8, 12x14, \$5.25	\$1.85; 8x1	U, <b>\$2</b> ;
30	REGISTE	R FACES—	ap., 6x8	, \$1.00; 8x1	0, \$1.10;	0x12,
35	\$1.70; 8x10. \$	10x14, \$2.2 1.45; 10x12.	0; 12x14 \$2.20;	, \$1.00; 8x1 , \$2.80. W 10x14, \$2.85	nite, 5x8, 3 ; 12x14, \$3	.65.
	·, ¥		•			

### IG PRICE—Continued.

102	11	mo	77 211(1		OIL.
			RBTA	IL SE	LLIN
DISSTON SAWS-					28-in.
No. 18-in.	20-in.	22-in.	24-in.	26-in.	Rip
7\$1.90	\$2.25	\$2.50	\$2.65	\$2.85	\$2.60
D-8 & 1874 2.35	2.50	2.60	2.85	8.00	8.10
16 2.35	2.50	2.60	2.70	2.85	3.10
12 2.70	2.85		8.50	3.85	8.70
112 2.80	2.95	8.20	8.25	8.60	3.85
D-21 & 22 2.50	2.65	2.85			
D-20 & 23		2.85	8.05	8.25	3.50
D-100 2.50	2.65	2.85	8.05	8.25	3.50
D·100 2.50 120 3.15	8.25	3.40	8.60	8.75	4.00
D-115 & 15 8.80	3.90	4.05	4.20	4.40	4.65
Back-12, \$2.00; 14,	\$2.25:	18. \$2	2.50: 20	D. \$2.8	5: 22.
\$3.25. Butcher, No. 10					
22, \$1.65. Kitchen, 1	No. 2	12. 450	: 14.	50c: 16	55c.
Mitre-24, \$3.50; 26,	\$3.75;	28, \$4.	25; 80,	\$4.50.	,
SAWS-One Man-Simon	da9 14	.#+ \$2	25 - 4-11	62 85	. 414.
ft., \$4.30; 5-ft., \$4.8	n D	eston—	914.4	R 2 25	7.7
99 50 · 414 .ft 94 00 · 1	5.71	50 B	ovel Ch	inook (	
\$3.50; 4½-ft., \$4.00; 6-ft., \$9.60; 6½-ft., \$	110 80	7.ft	\$12. 7	Va.ft	R18 25
Chinook C. C 5 1/2 ft.,	<b>\$</b> 5.75 ·	6-ft \$	6 50 .	34.0	\$7 80 ·
7-ft., \$8.15; 71/2-ft., \$	9.50.	Simonda	Fellin	r. same	price
as Royal Chinook C. C	Han	d Saws-	-Simon	da No.	5. 28-
in., \$4.25; 30-in., \$4.	75. A1	kins N	n. 69.	20-in	\$2.65:
22-in., \$3.00. Simonds	No. 8.	28-in	83.50:	30 in	\$3.75.
Atkins No. 51, 20-in.,	\$2.50:	22-in	\$2.75.	Simon	ds No.
10, 26-in., \$2.75; 28-i	n. \$3.2	25. Sir	nonds l	To. 4.	28-in
\$3,25.	, +				

SAW CLAMPS—Stearns—3, \$1.50; 0, \$1.00; 200, \$1.40. Went—2, \$2.25; No. 1C, \$1.50; N33, \$1.75; No. 11 with guide, \$3.25.

SCOOPS—Common Hollow Back—2, \$1.55; 3, \$1.65; 4, \$1.75; 5, \$1.85; 6, \$1.85; 8, \$2.00.
SCREEN (See Cloth)

SCREEN (See Ciotn)

SHEATHING (See Paper)

SCREWS—Lag, Contr's, 10% off; retail by doz., pluss 10%; Cap-V thread, 5% off; retail by doz., plus 15%; Cap-V SAE, List; retail by doz., plus 20%; Set, small, 20% off; retail by doz., plus 10% off; Set, large, 5% off; retail by doz., plus 10%. Machine Screws—full pkgs or doz. lots iron graduated from list prices for small sizes, to 20% disc. on largest sizes. Brass graduated from 25% above list for small sizes, to 10% above list on largest sizes. Nuts for Machine Screws—fron, add 20% to list; Brass, add 25% to list.

add 25% to list.

SAW SETS—201 G & P. \$1.00; Spec. Morrill, \$1.10; 105, Morrill, 60c; 1, Morrill, \$1.00; 10, \$1.00; 77, 60c; Col., \$1.10; 7 Taintor, \$1.10; 28 Triumph, \$1.25; Hammer, 75c; Lever, 25c. X Cut—Morrill No. 3, \$1.25; Baker No. 8, \$2.25; Morine No. 2, \$1.90; Morine No. 2½, \$2.50.

SAW TOOLS—Clipper Outfit, 75c; No. 1 Morrill's Raker Gauge, 90c; No. 6 Morrill's Raker Gauge, \$1.20; No. 9 Morrill's Raker Gauge, \$1.20; No. 9 Morrill's Raker Gauge, \$1.20; No. 9 Morrill's Raker Gauge, \$1.35; Atkins Raker Swage, 40c; 5 M Tooth Gauge, 15c; Jointers Pikes Perf., 60c; Jointers No. 7 Sterns, 65c; Setting Tool Disst. No. 100, 65c; No. 4 Setting Blocks Morin, 90c; Swages No. 0 Disst., \$4.50; Swages, Whitings, 75c; Atkins Rex, \$1.00; Atkins Excelsior, 75c.

SHIELDS—Diamond—Expansion. 3-16 asch. 5c. 14 for.

SHIELDS—Diamond—Expansion, 3-16, each, 5c; ¼, 6 5-16, 7c; ¼, 8c; ¼, 12c; ¼, 15c; ¼, 20c. Lead. ¼x¼, each, 4c; 3-16x¼, 4c; 3-16x1, 4c; ¼x¼, 6 5-16x1, 7c.

SHINGLES—Tin, 5x7, \$2.50.
SHOVELS—Chester, \$1.50; Piqua, \$1.75; Tremont, \$1.75;
Nor. King, \$1.75; Sterling, \$1.85; Stuart, \$2.00; Holley, \$2.00; Hartford, \$2.00; Gen. Maynard, \$2.25; Maynard Pat. \$2.25. SOLDER-4x4, 500 lb. SMOOTH-ON-60c lb.

8HOT—Drop—20c lb.; Buck, 20c; Chilled, 20c; Air Rifle, 1-lb. bage, 20c; Tubes, ½ lb., 10c; 2 for 15c.

SHOES—Horse—Light, extra light or snow. All sizes, 10c lb. Mule—No. 00 & 0, 12c lb.; 1, 11½c; 2 & larger, 11c.

Mule—No. 00 & 0, 12c lb.; \$\frac{1}{1}\$, \$\frac{11}{2}c\$; \$\frac{2}{6}\$ larger, \$1c.\$ SPRAY PUMPS—Faultless, \$\text{Tin}\$, each, \$60c; Barnes No. 254, \$\frac{4}{5}0.5\$; Barnes No. 276, \$\frac{2}{7}.00\$.

STEEL SQUARES—Nichols Framing, N. P. No. 100A, \$\frac{4}{2}.00\$; N. P. No. 100, \$\frac{2}{3}.75\$; Pol. No. 100A, \$\frac{2}{3}.00\$; No. 100, \$\frac{2}{3}.75\$; Royal Copper, No. 100A, \$\frac{3}{3}.00\$; No. 100, \$\frac{2}{3}.75\$. Add 75c each for Take-Down Squares to above price. Standard Makes, Eagle, Sargeant, R. & E., etc.—No. 100 Pol., \$\frac{2}{3}.25\$; No. 14, Pol., \$\frac{1}{3}.150\$; No. 3 Pol., \$\frac{1}{3}.175\$. Add 75c each for Take-Down Squares to above price. Goodell's No. 66 12-in. Comb. Sq., \$\frac{1}{3}.155\$; Starrett's No. 23 12-in., Comb. Sq., \$\frac{1}{3}.150\$; Starrett's No. 23 T2-in., Comb. Sq., \$\frac{1}{3}.150\$; Starrett's No. 23 TAPLES—Netting—Galv., 15c lb.; Barbed Wire, 7c lb.

STAPLES-Netting-Galv., 15c lb.; Barbed Wire, 7c lb. SQUARES—Try—No. 20—3-in., 35c; 4½-in., 40c; 6-in., 50c; 7½-in., 60c; 9-in., 75c; 10-in., 85c; 12-in., \$1.00.
STEEL—Mild, base, 8c; Tool, 20c; Drill—Com., 18c.

STOVES—Common Air-tights—No. 16, \$1.25; No. 18, \$1.50; No. 20, \$2.00; No. 22, \$2.50; No. 24, \$3.00.

STRIP-Weather, rubber-Size 1/2-in., per ft., 21/2c; 1/4-in.,

VIPS—Straight—7, \$2.75; 8, \$2.20; 9, \$2.10; 10, \$1.85; 11, \$1.50; 12, \$1.20; 18, \$3.00; 19, \$2.25; 100, \$2.00. Circular—6½ CB, \$4.75; 7 CB, \$3.85; 8 CB, \$3.25; 9 CB, \$2.75; 10 CB, \$2.50; 11 CB, \$2.20; 12 CB, \$1.85. SNIPS-

\$\\ \psi\_{\sin\_{\psi\_{\sin\_{\psi\_{\psi\_{\psi\_{\synk\_{\psi\_{\psi\_{\psi\_{\psi\_{\psi\_{\synk\_{\psi\_{\psi\_{\psi\_{\psi\_{\psi\_{\psi\_{\psi\_{\synk\_{\synk\_{\psi\_{\synk\_{\synk\tin\_{\psi\_{\synk\_{\synk\_{\synk\_{\synk\_{\synk\_{\synk

STOP & WASTE—Rough Brass, Iron Pipe Threads No. 10 T Hdl or No. 20 Lever Hdl—½·in., \$1.25; %·in., \$1.75; %·in., \$2.00; 1·in., \$3.00. No. 30 High Grade 'Cap' Pattern T or Lever Hdl, Rough Brass, Iron Pipe Threads—½·in., \$1.50; %·in., \$2.10; %·in., \$2.50; 1·in., \$3.75. SWEEPERS—Carnet—Universal, \$3.35; Grand Rap. Jap., \$3.50; Grand Rap. N. P., \$4.00; Amer. Queen, \$4.50; Club, \$7.25; Parlor Queen, \$5.00.

\$7.25; Parlor Queen, \$5.00.

STONES—CARBORUNDUM—76, 25c; 107, \$1.15; 108, \$1.50; 109, \$1.00; 110, \$1.25; 111, 75c; 112, 60c; 113, 60c; 115, \$1.25; 116, \$1.25; 117, \$1.25; 118, \$1.00; 119, \$1.00; 120, \$1.00; 121, 75c; 122, 75c; 123, 75c; 124, 65c; 130, 50c; 147, 50c; 142, 50c; 143, 50c; 144, 50c; 145, 30c; 146, 30c; 147, 30c; 149, 15c; 180, 65c; 184, 60c; 196, 40c; 292, 35c.

SCREW DRIVERS—Yankee—30, \$2.00; 31, \$2.75; 85, \$1.50; 130, \$2.25; 131, \$2.90.

POINTS & CHUCKS—For 30 & 31, 75c; for 35, 50c. Nos. 11 & 15, 2·in., 55c; 3·in., 60c; 4·in., 65c; 5·in., 75c; 6·in., 85c; 8·in., 95c; 10·in., \$1.10; No. 75, \$3.25; No. 60, \$1.00; No. 80, 85c; No. 81, 95c.

G. & P. GOODS—Screw Drivers—367, 1%, 35c; 3, 40c; 4, 45c.

45c.
STARRETT TOOLS—"Shop" or "Retail"—Micrometers, 40% above List. Caliper Rules, 40% above List. All other items 25% above List. All of & P. GOODS—Hack Saw Frames—69, \$1.75; 69B, \$1:50; 247, \$2.00; 5, 50c; 14, \$2.00.

rai. \$4.60.			, .,,,	
		STEEL GOODS-		
Hay Forks.	Jr. Header Forks.	Stone Forks.	Warren.	SB12
34 1/2 B \$1.25	J0134\$1.35	99R\$2.25	Hoes.	SB1490
35B 1.25	J0134 1/2 1.40	Coke Forks.	W7\$1.00	SB16 1.00
034 1.25	J0135 1.40	710\$2.50	Smith's Hoes.	Malleable Rakes.
0341/2 1.25		712 2.75	50A\$ .90	12BCM\$ .50
034B1.25	Header Forks.	714 8.00	30A	14BCM60
084 1/2 B 1.25	R01441/2\$1.50		Nursery.	
035B 1.25	R0154 1.65	Shavings Forks.	NO7\$ .85	Lawn Rakes.
044 1/4 B 1.35	R01541/2 1.65	306L\$2.10		24\$ .75
045B 1.50	R0155 1.65	Fish Forks.	German.	Wood
C04 1/2 1.25	Alfalfa Forks.	IF\$ .75	GE2-O\$ .88	Asphalt.
C05 1.50	A0134 1/2 \$1.50	Stone.	Planter's Eye.	914\$2.25
Doules Works	Ensilage Forks.	HH4\$1.50	AE3\$ .60	Turf.
Barley Forks. B0185\$1.85	508\$2.00	99R 2.25	AE5	Edger\$1.00
B0505 2.25		Potato Hooks.	Mortar.	Dandelion.
B0303 2.23	Chaff Forks.	4BHFM\$1.10	9\$1.15	Spuds\$ .25
Manure Forks.	C1717L\$2.75	4BHD 1.10	810 1.25	Dock Cutter \$1.25
441/2\$1.25	Gardina Washin	5GNR 1.15	M210 1.35	
0443/4\$1.25	Spading Forks.	6GNR 1.25	M29 1.25	Floral Sets.
4D 1.35	OL4\$1.50	5CP 1.35	M28	1 \$ .45
04D 1.50	OLD 1.50 OL4X 1.85	5MP	Invincible.	2
44 1/2 X 1.10	OLDX 1.40	Hoedown.	19C5\$1.10	3PF 1.65
4DX 1.25	05H4 2.00	40HD\$1.65	1	4PSF 2.50
0541/2 1.65	05HD 2.00	Hoes-Planter Eye.	Rakes—Bow.	Floral Shovels.
05D 1.75		SES\$ .75	B11\$1.00	FSD\$ .65
0641/4 1.90	Potato Forks.	Scuffle.	B13 1.15	Floral Hoes.
06D 2.00	P064\$1.60	FFD\$ .65	B15 1.25	TY4\$ .55
Header Forks.	P06D 1.65	XG890	Steel.	Floral Rakes.
08144 1.50	Sluice Forks.	BS 1.15	10C\$ .75	GR6\$ .85
03144 1/3 1.50	208\$2.25	AI90	12C85	
031541/2 1.40	210 2.50	Garden Hoes.	140	Clam Rakes.
03155 1.50	1 212 2.75	G78X\$ .75	16C	112C\$2.60

### RETAIL SELLING PRICE-Continued.

SCREWS—Iron Bench—%, \$1.00; 1, \$1.10; 1½, \$1.25; 1½, \$1.40; 1½, \$2.00. Wood Hand—6-in., 45c; 8-in., 65c; 10-in., 85c; 12-in., 95c; 14-in., \$1.10; 16-in., \$1.35; 18-in., \$1.60; 20-in., \$1.70. Jorgensen—No. 0, \$1.15; No. 1, \$1.25; No. 2, \$1.50; No. 3, \$1.65; No. 4, \$2.00; No. 5, \$2.50.

TAPS—Machine Hand—1·16 to 15·64, 80% Disc.; ¼ to 1, 30% Disc.; 1 1·16 to 2, 20% Disc. Left Hand Dbl List Plus 20%. Machine Screw—1½ to 12, 35%; 14 to 24, 35%. Machine Nut—3·16 to 1, 30%; 1 1·16 to 2, 20%. Stove Bolt—3·16, 30%; ¼ to ½, 25%. Pipe—½ to 1, 55%; 1½ to 2, 50%; 2½, List.

THIMBLES—Asbestos—Each, 6x4, 90c; 6x6, \$1.25; 6x8, \$1.65; 8x6, \$1.75. Adj. Stove Pipe—4 to 8, 50c; 6 to 12, 75c.

TIN-Common Roofing, 30c per sheet.

TONGS—Vulcan Chain—31, \$3.50; 32, \$5.00; 33, \$7.00; 33\; \$9.00; 34, \$11.00.

TORCHES—C & L—No. 31, \$6.50; No. 32, \$6.75; No. 18, \$5.00; No. 37, \$5.50; No. 47, \$7.25; No. 28, \$2.00.

TRAPS—Victor—No. 0, 20c, \$1.50 doz.; No. 1, 25c, \$1.80 doz.; No. 1½. 30c, \$2.65 doz.; No. 2, 40c, \$3.65 doz.; No. 3, 50c, \$4.75 doz.; No. 4, 65c, \$5.50 doz. Nowhouse—No. 0, 30c, \$3.00 doz.; No. 1, 40c, \$3.50 doz.; No. 1½, 50c, \$5.50 uoz.: No. 2, 70c, \$8.00 doz.; No. 3, 90c, \$10.00 doz.; No. 4, \$1.10, \$12.00 doz.

TROUGH—Eaves—4-in., 18½c; 5-in., 15c; 6-in., 18c. Mitres—4-in., 45c; 5-in., 50c; 6-in., 60c. End Caps—4-in., 15c; 5-in., 20c; 6-in., 25c. End Pc. Comp.—4-in., 25c; 5-in., 30c; 6-in., 30c;

TROWELS—Rose Brick, Wood Hdl.—10 ½, \$1.65; 11, \$1.65; 11½, \$1.65; 12, \$1.65. Marshaltown Lea.—10 ½, \$2.00; 11, \$2.00; 11½, \$2.00; 12, \$2.00. Plastering—11, \$2.50; 11½, \$2.50; 12, \$2.50.

TUBS—Galvanized—Common, 0, \$1.25; 1, \$1.50; 2, \$1.65; 8, \$1.85; 12, \$1.75; 13, \$2.00. Ex. Heavy—100s, \$2.25; 200s, \$2.50; 300s, \$2.75.

TURNS—Cupboard—Brass Plated—Small, 20c; large, 25c. TWINE—Sacking—¼-lb. hank, 20c.

WINES—Cotton—2 os. balls, 10c each: Cones, 55c lb. Flax
—18BC. ½-1b. balls, each, 20c; 18BB, ½-1b. balls, 15c;
18BB Reels, 40c lb. Spring—No. 4½, ½-1b. balls, each,
20c; 1-1b. balls, 35c. Sail—½-1b. hank, each, 15c; ½-1b.
hank, 30c. Seine—60 to 42, 70c lb.; larger, 65c lb. Marline—40c lb. Cotton Wicking—14 to lb., each, 5c; 8 to TWINES-

Starrett		Luf	kin	Starrett	Lufk	in
No. 510.	25-ft.	260	88.85		550	8.00
No. 510,	50-ft	268	4.83		558	8.75
No. 510.	75-ft.	265	6.15		555	4.75
No. 510,	100-ft.	266	7.75		556	6.00
No. 505,		240	8.25		100	4.00
No. 505,	50-ft.	243	4.00		103	5.00
No. 505.	75-ft.		5.25		105	6.25
No. 505,	100-ft.	246	6.75		1260	8.60
•					1268	4.50
					1265	5.75

ASSES' SKIN—25, 45c; 50c, 65c; 75, 85c; 100, \$1.00.

TACKS—Bulk—Wire—3 oz., 30c lb.: 4 oz. & larger, 25c; Blued Dbl. Point, 9 to 12, 35c. Blue Uphol. 2 to 3 oz., 30c lb.; 4 oz. & larger, 25c. Galv. Uphol. 4 oz. & larger, 25c lb. Bill Posters, 4 oz. & larger, 25c lb.

TACKS—In Packages—Blued or Tinned—Double Point, ¼ lb., 5c each. Wire—¼ lb., 5c each; ¼ lb., 10c each. Blued Cut—1½ to 2½ oz., ½ lb., 10c each; 3 oz. & larger, ½ lb., 5c; 3 oz. & larger, ½ lb., 10c. Gimp—1 to 3 oz., ¼ lb., 10c each; 4 oz. & larger, ½ lb., 5c; 4 oz. & larger, ½ lb., 10c.

ENTS-				
Size	1	8-oz.	10-oz.	Poles
7x7		9:60	\$11.20	\$1.60
7x9		0.40	13.25	1.60
9x9		3.15	15.35	1.60
9½ x12		5.50	18.05	2.00
12x14		0.75	24.25	2.85
12x18		5.80	29.95	2.70
14x16		7.25	80.95	8.30
14x20		3.85	39.30	3.60
16x18		7.15	48.70	8.90
16x20		10.90	47.75	8.90
16x24		6.00	54.25	4.20
16x30		6.40	65.80	4.50

A or Wedge, 10 oz.—5x7. \$5.00; 7x7, \$6.80; 7x9, \$7.55. Flys.—½ price of tent. Pins.—3c each.

VALLEY—Tin.—4-in., ft., 6c: 10-in., 10c; 14-in., 14c; 20-in., 20c. Tin Valley—Painted 2 sides—14-in., 16c.

VALVES—Standard Globe & Angle Valves—14-111, 10c.

VALVES—Standard Globe & Angle Valves—14, 85c; 14, 90c; 14, \$1.00; 14, \$1.25; 15, \$1.50; 1, \$2.25; 114, \$3.00; 114, \$4.25; 2, \$6.25. Standard Gate Valves—14, \$1.45; 14, \$1.45; 14, \$1.45; 14, \$1.45; 14, \$1.45; 14, \$1.45; 14, \$1.45; 14, \$1.45; 14, \$1.65; 14, \$2.05; 1, \$2.80; 114, \$3.70; 114, \$5.00; 2, \$7.30.

WASHERS—Cut—3-16, lb., 30c; ¼, 25c; 5-16, 20c; ¾, 20c; ¼ 15c; ¼, 12½c; ¾, 12½c. Malleable, 18c; Cast,

WASTE-No. 1 White, lb., 25c; No. 2, 20c; No. 2 Colored,

WAX-Floor, 60c.,

WEDGES-WEDGES—Truckee-Alki, lb., 15c; Oregon Atha, 25c; Cedar-Atha, 25c; Cedar-Alki, 15c; Falling, 27c; Saw, 19c.
WEIGHTS—Sash—3 lbs. and over, 4c lb. Eveners or Bal-

-⅓, 7c lb.

No. 5, \$10.00. Extra Wheels—No. 18A, \$2.50.

WATCHES—Yankee, \$1.35; Triumph, \$1.50; Eclipse, \$2.00; Junior, \$2.75; Midget, \$2.75; Radiolite, \$2.00.

WIRE—Plain Fence—Black, Nos. 6 to 16, 5 to 24-lb. lots, 8c; Galv., Nos. 6 to 16, 5 to 24-lb. lots, 10c; Galv., 1 to 5-lb. lots, 10c; Black, 1 to 5-lb. lots, 10c; Galv., 1 to 5-lb. 12c. Barbed Fence—Glidden Ptd., \$6.00; Glidden Galv., \$6.70; Baker \( \pm td. \), \$6.25; Baker Galv., \$86.95. Waukeganito Glvd., \$7.70. Am. Spel Galv., 80.95. Waukeganito Glvd., \$7.70. Am. Spel Galv., 80 Rd. Spls each, \$4.25. Glidden Galv. 80 Rd Spls each, \$5.65. Balir Wire—18 Ga., Full Coils, \$6.45 100 lbs.; 15 Ga., \$0.55; It Ga., \$6.65. Broken Colls—1 to 24-lb., add 3c lb.; 25 to 50-lb. add 2c lb.; 50 to 100-lb., add 1c lb. Bale ries—9½ ft., 15 Ga. per bdl of 250, \$3.25.

WOOL—Steel—1-lb. rolls—0, 85c; 1, 75c. Wheels—Grinding

WOOL—Steel—1-lb. rolls—0, 85c; 1, 75c. Wheels—Grinding Discount 40%.

Discount 40%.

WRENCHES—Agr.—6-in., 60c; 8-in., 75c: 10-in., 90c; 12-in., \$1.00; 15-in., \$1.25. Coes—6-in., \$1.25; 8-in., \$1.50; 10-in., \$1.75; 12-in., \$2.25; 15-in., \$2.75; 18-in., \$3.75; 21-in., \$4.50. PS&W.—6-in., \$1.25; 8-in., \$1.50; 10-in., \$1.75; 12-in., \$2.00; 15-in., \$2.50; 18-in., \$3.50; 21-in., \$2.25. Crescent—4-in., \$1.00; 6-in., \$1.00; 8-in., \$3.50; 21-in., \$4.25. Crescent—4-in., \$1.00; 6-in., \$1.00; 8-in., \$1.25; 10-in., \$1.50; 12-in., \$1.75; 15-in., \$2.25. Stilson & Trimo—6-in., \$1.10; 8-in., \$1.25; 10-in., \$1.40; 14-in., \$1.95; 18-in., \$2.75; 24-in., \$4.00; 36-in., \$7.40; 48-in., \$1.00. Crescent dble end—6-8, \$1.75; 8-10, \$2.00. Parts for Trimo & Stilson—35% discount.

ZINC-Full Sheets. 40c lb.: less than Sheets, 50c lb.

I love to see a growing spud And pat it on the nose, So prettily it rolls its eyes, Unless said spud is froze.

How cozily the onion sets! It has to pay no rent. I kept a patch all summer long And never lost a scent.

I knowed a Parson's garden patch, He tended every day; To hurry up his salad stuff He'd call out "Lettuce pray!"

When Prohibition comes, I bet, As sure as you are born, There's lots of folks will try to cross The barley and the corn.

A man's value in the world is estimated and paid for according to the ability he uses, not what he may possess.

Highwin habe a again a ' Si a bhair leic ist loch i la go li dial lei ciù cas '  $\mathbf{ARE}$ YOU SAVING YOUR MONEY to invest in the NEXT ISSUE of the LIBERTY LOAN

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Classified list of the products of progressive manufacturers — Goods that can depended upon. Note carefully our advertising pages for particulars, or address our information department.

ABRASIVES Carborundum Co., Niagara Falls, N. Y. A. W. Pike & Co., San Francisco, Pike Mfg. Co., Pike. N. H.

AIR PUMPS Curtis Pneu. Machinery Co., St. Louis, Missouri.

AIR VALVES Beaton & Cadwell Mfg. Co., New Brit-ain, Conn.

ALUMINUM GOODS
Aluminum Cooking Utensil Co., New
Kensington, Pa.; San Francisco,
Cal., and Portland, Oregon.
Buckeye Aluminum Co., Wooster, O. AMMUNITION

Giant Powder Co., San Francisco, Cal.
Peters Cartridge Co., Cincinnati, O.:
San Francisco, Cal.
Remington Arms U. M. C. Co., New
York, N. Y.

Wheeling Co
W. Va.
Whitaker-Gle
BALL COCKS
Boston Brass

ASBESTOS FURNACE CEMENT Wm. Conners Paint Mfg. Co., Troy, New York.

AUGER BITS
James Swan Co., Seymour, Conn.
Lebanon Machine Co., Lebanon, N. H.
Progressive Mfg. Co., Torrington, Ot. AUTOMOBILE ACCESSORIES AND SUPPLIES

Alcemo Mfg. Co., Newark, N. J.
American Ohain Co., Bridgeport, Conn.
Auto Pedal Pad Co., New York, N. Y.
J. Porter Barnes, Santa Rosa, Cal.
Robt. A. Bruce, Santa Ana, Cal.
Buffum Tool Co., Louisiana, Mo.
Century Plainfield Tire Co., Plainfield,
N. J.
Chicago, Flavible, Shafe Co., Chicago, Chicago, Flavible, Shafe Co., Chicago, Chicago

Chicago Flexible Shaft Co., Chicago. Curtis Pneu. Machinery Co., St. Louis, Missouri.

cisco, Cal.

R. F. Sedgley, Philadelphia, Pa.
Stanley Works, New Britain, Conn.
Spring Leaf Lubricator Co., Ann Arbor, Mich.
Strevell-Paterson Hardware Co., Salt

Strevell-Paterson Hardware Co., Salt Lake City, Utah. Salt Lake Hardware Co., Salt Lake City, Utah. Simmons Hdwe. Co., St. Louis, Mo. Union Hdwe. & Metal Co., Los Angeles, Cal. U. S. Thre Co., New York, N. Y. Tritch Hardware Co., Denver. Colo. Walker Ke-Les Lock Co., Chicago. Whiton Hardware Co., Seattle, Wash. Weed Chain Tire Grip Co., New York. W. O. Wood & Co., Minneapolis, Minn. JTOMOBILE BUMPPERS

AUTOMOBILE BUMPERS L. P. Halladay Co., Streator, Ill. AUTO HAMMERS

Bridgeport Hdwe. Mig. Corp., Bridge-port, Conn. AUTOMOBILE **JACKS** 

Lane Bros. Co., Poughkeepsle, N. Y. AUTO LOCKS Walker Ke-Les Lock Co., Chicago.

AUTOMOBILE OILS Platt & Washburn Refining Co., New York and San Francisco. Tiona Oil Co., Binghamton, N. Y. Union Hdwe. & Metal Co., Los Ange-les, Cal.

AUTOMOBILE POLISH
Common Sense Mfg. Co., San Francisco, Cal., and St. Louis, Mo.
AXES

Simmons Hdw. Co., St. Louis, Mo. BABBITT METAL

Wheeling Corrugating Co., Wheeling, W. Va. Whitaker-Glessner Co., Wheeling, W.Va.

BARB WIRE American Steel & Wire Co., Chicago, Ill.; San Francisco and Los Angeles, Cal.; Portland, Ore., and Seattle. Pittsburgh Steel Co., Pittsburgh, Pa., and 315-319 Monadnock Bidg., San Francisco Col.

Francisco, Cal.
John A. Roeblings Sons Co., Portland,

Francisco, United States Steel Products Co., San
United States Steel Products Co., San
Francisco, Cal.; Los Angeles, Cal.:
Portland, Ore.; Seattle, Wash.

BARN DOOR HANGERS
Hunt, Helm, Ferris & Co., Harvard,
Illianis.
Lane Bros. Co., Poughkeepsie. N. Y.

Lane Bros. Co., Poughkeepsie. N. Y.

Co., Ashland, O.

Co., Ashland, O.

Conin.

Disston & Sons, Philadelphia.

Missouri.

Diamond Rubber Tire Co., Akron, O., and San Francisco, Cal.

Dunham, Carrigan & Hayden, San Francisco, Cal.

Dunham, Carrigan & Hayden, San Francisco, Cal.

Eclipse Mg. Co., Indianaoplis, Ind.
L. P. Halladay Co., Streator, Ill.
J. H. Haney & Co., Hastings, Neb.
Hartford Rubber Works, New York.
Honeyman Hardware Co., Portland, Or.
Joseph Dixon Crucible Co., Jersey
City, N. J.
Lane Bros. Co., Poughkeepsie, N. Y.
Lee Broom & Duster Co., Lincoln, Neb.
Frank Mossberg Co., Attleboro, Mass.
Motor Car Supply Co., Chicago, Ill.
Osgood Lens & Supply Co., Chicago.
Pacific Hdwe. & Steel Co., San Francisco, Cal.

E. F. Seddelaw Philodalakia D.

Wagner Mg. Co., Cedar Falls, Iowa.

Albany Wis.
P. & F. Corbin, New Britain, Conn.

Lane Bros. Co., Poughkeepsie, N. Y.

Hunt, Helm, Ferris & Co., Harvard, Ill.
Lane Bros. Co., Poughkeepsie, N. Y.

McKinney Mfg. Co., Cedar Falls, Iowa.

Stanley Works. New Britain, Conn.

Hartferd Rubber Works, New Britain, Conn.

Wagner Mg. Co., Cedar Falls, Iowa.

BARN DOOR LATCHES

Albany Wis.

P. & F. Corbin, New Britain, Conn.

Hann Fors. Co., Poughkeepsie, N. Y.

Russell & Erwin, New Britain, Conn.

Hann Fors. Co., Poughkeepsie, N. Y.

Kussell & Erwin, New Britain, Conn.

Hann Fors. Co., Poughkeepsie, N. Y.

Russell & Erwin, New Britain, Conn.

BARN EQUIPMENT

Hunt, Helm, Ferris & Co., Harvard, Ill

Lane Bros. Co., Poughkeepsie, N. Y.

McKinney Mfg. Co., Cedar Falls, Iowa.

Stalley Works. New Britain, Conn.

Sand San Francisco, Cal.

Stanley Works, New Britain, Conn.

S ARN EQUIPMENT
Hunt, Helm, Ferris & Oo., Harvard, Ill
Lane Bros. Co., Poughkeepsie, N. Y.
McKinney Mfg. Co., Pittsburgh, Pa.
Richards-Wilcox Mfg. Co., Aurora, Ill.
Safety Door Hanger Co., Ashland, O.
Stanley Works. New Britain. Conn.
Wagner Mfg. Co., Cedar Falls, Iowa.

BIRD CAGES AND SUNDRIES
O. Lindemann & Co., New York, N. Y.
BITS

BLACKSMITHS' SUPPLIES
Buffum Tool Co., Louisiana, Mo
Buffalo Forge Co., Buffalo, N.

BLASTING POWDER Giant Powder Co.. San Francisco, Cal. Hercules Powder Co.. Wilmington, Del. BLASTING SUPPLIES Hercules Powder Co., Wilmington, Del.

BOILER GRAPHITE Joseph Dixon Crucible Co., Jersey City, N. J.

BOILER HANDLES
Berger Bros. Co., Philadelphia, Pa.

BOLT CASES
American Bolt & Screw Case Co., Dayton, O.

BOLT CLIPPERS
11. K. Porter Co., Everett, Mass.

BOLTS-Door DITS—Door

Bommer Bros., Brooklyn, N. Y.

Chicago Spring Butt Co., Chicago, Ill.

P. & F. Corbin, New Britain, Conn.

Russell & Erwin, New Britain, Conn.

and San Francisco, Cal.

Shelby Spring Hinge Co., Shelby, O.

The Stanley Works, New Britain, Ct.

-Water Closet BOLTS-Bommer Bros., Brooklyn, N. Y. Chicago Spring Butt Co., Chicago, Ill. Shelby Spring Hinge Co., Shelby, O.

BOX OPENERS
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.

Whitaker-Glessner Co., Wheeling. BRACKETS—Shelf
W. va.
Whitaker-Glessner Co., Wheeling, W. va.
Whitaker-Glessner Co., Wheeling, W. va.
The Stanley Works, New Britain, Ot.

BRAZIERS Olayton & Lambert Mfg. Co., Detroit, Michigan. Turner Brass Works, Sycamore, Ill.

BRIDLE IRONS
Lane Bros. Co., Poughkeepsie, N. Y.

BROOMS

Corbin Cabinet Lock Co., New Britain, Conn.
Henry Disston & Sons, Philadelphia. Chicago and New York.
Hammond Lumber Co., Los Angeles.
Honsyman Hardware Co., Portland, Or.
Russell & Erwin, New Britain, Conn., and San Francisco, Cal.
Schwabacher Co., Seattle, Wash.
Shelby Spring Hinge Co., Shelby, O.
Simmons Hdw. Co., St. Louis, Mo.
Stanley Works, New Britain, Conn.
Salt Lake Hardware Co., Salt Lake
City, Utah.

Sait Lake Hardware Co., Sait Lake City, Utah. Simmons Hardware Co., St. Louis, Mo. Strevell-Paterson Hardware Co., Sait Lake City, Utah.

Safety Door Hanger Co., Ashland, O. Stanley Works, New Britain, Conn. Wagner Mfg. Co., Cedar Falls, Iowa. TTERIES
Whiton Hardware Co., Seattle, Wash. RD CAGES AND SUNDRIES
O. Lindemann & Co., New York, N. Y.
TS
Buffum Tool Co., Louisiana, Mo.
Lebanon Machine Co., Lebanon, N. H.
Progressive Mfg. Co., Torrington, Ct.
ACKSMITHS' SUPPLIES
Buffum Tool Co., Louisiana, Mo.
Buffalo Forge Co., Buffalo, N. Y.
Buffalo Forge Co., Buffalo, N. Y.
Buffalo Forge Co., Buffalo, N. Y.

BUTTS
Russell & Erwin, New Britain, Conn.
Sanley Works, New Britain, Conn.
Stanley Works, New Britain, Conn.
Shelby Spring Hinge Co., Shelby, O.
Stanley Works, New Britain, Other Conn.
Shelby Spring Hinge Co., Shelby, O.
Stanley Works, New Britain, Other Conn.
Shelby Spring Hinge Co., Shelby, O.
Stanley Works, New Britain, Conn.
Shelby Spring Hinge Co., Shelby, O.
Stanley Works, New Britain, Conn.

CANS AND SPECIALTIES Stuber & Kuck, Peoria, Ill. CAPS, BLASTING

Giant Powder Co., San Francisco, Cal. Hercules Powder Co., Wilmington, Del. CARBORUNDUM Carborundum Co., Niagara Falls, N. Y.

CASEMENT HARDWARE
Russell & Erwin, New Britain, Conn.,
and San Francisco, Cal.

CASH REGISTERS National Cash Register Co., Dayton, O.

CASTERS Faultiess Caster Co., Evansville, Ind. Universal Caster & Foundry Co., New-ark, N. J.

Classified list of the products of progressive manufacturers — Goods that can be depended upon. Note carefully our advertising pages for particulars, or address our information department.

CATCHES—Transom
P. & F. Corbin, New Britain, Conn.
Shelby Spring Hinge Co., Shelby, O.

CEILING PLATES
Beaton & Corbin Mfg. Co., Southington, Conn.

CELLAR WINDOW SETS
Shelby Spring Hinge Co., Shelby, O.
Stanley Works, New Britain, Conn.

American Chain Co., Bridgeport, Conn. Cleveland Galvanizing Works Co., Cleveland, O.

CHAINS—Transom Shelby Spring Hinge Co., Shelby, O. Shelby Spring Hinge Co., Shelby, C.
CHAIR TIPS
Elastic Tip Co., Boston, Mass.
Henry Peabody & Co., New York,
CHEOKS AND SPRINGS—Door
Shelby Spring Hinge Co., Shelby, O.
CHEMICAL ENGINES
O. J. Childs Co., Utica, N. Y.

CHERRY SEEDERS
Enterprise Mig. Co., Philadelphia, Pa. CHURNS

United Royalties Corporation, New York, N. Y. CLIPPERS

H. K. Porter, Everett, Mass.

CLOCKS New Haven Clock Co., New Haven, DUSTERS Lee Broo

COAT AND HAT HOOKS
Atlas Mig. Co., New Haven, Conn.
Parker Wire Goods Co., Worcester, Mass.

Russell & Erwin Mfg. Co., New Brit-ain, Conn Shelby Spring Hinge Co., Shelby, O.

CONCRETE MIXERS
Lansing Wheelbarrow Co., San Francisco, Cal.

CONDUCTOR ELBOWS
Ferdinand Dieckmann Co., Cincinnati.
COPPER GASKETS
Beaton & Oadwell Mfg. Co., New Britain, Conn.

CORDAGE
Columbian Rope Co., Auburn, N. Y.
Portland Cordage Co., Portland, Ore.
Samson Cordage Works, Boston, Mass. CRAYONS

Joseph Dixon Crucible Co., Jersey City, N. J. CURRY COMBS New York Stamping Co., Brooklyn.

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TLERY
Honeyman Hardware Co., Portland, Or.
International Silver Co., Meriden, Ct.
Ontario Knife Co., Franklinville, N. Y.
Simmons Hardware Co., St. Louis, Mo.
Salt Lake Hardware Co., Salt Lake
City, Utah.
Schwabacher Hardware Co., Seattle,
Wash.

LINDER OILS
Platt & Washburn Refining Co., New
York and San Francisco.
Tions Oil Co., Binghamton, N. Y.

DIES

Greenfield Tap and Die Corporation, Greenfield, Mass.

DOOR HANGERS
Hunt, Helm, Ferris & Co., Harvard, Ill.
Lane Broz. Co., Poughkeepsie, N.Y.
Richards-Wilcox Mfg. Co., Ashland, O.
Stanley Works, New Britain, Conn.
Wagner Mfg. Co., Cedar Falls, Iows.

DOOR HOLDERS

Bommer Brothers, Brooklyn, N. Y.
P. & F. Corbin, New Britain, Conn.
Russell & Erwin, New Britain, Conn.,
and San Francisco, Cal.
Shelby Spring Hinge Co., Shelby, O.
Stanley Works, New Britain, Conn.
Superior Spring Hinge Co., Chicago
and Los Angeles.

DOOR LATCHES Lane Bros. Co., Poughkeepsie, N. Y. Russell & Erwin, New Britain, Conn., and San Francisco, Cal. The Stanley Works, New Britain, Ot.

DOOR MATS
Parker Wire Goods Co., Worcester,
Mass.

DOOR PULLS
Bommer Brothers, Brooklyn, N. Y.

DOOR SPRINGS Chicago Spring Butt Co., Chicago, Ill.

DRINKING FOUNTAINS
Buffum Tool Co., Louisians, Mo.
M. L. Kline, Portland, Ore.

DRILLS Buffalo Forge Co., Buffalo, N. Y. Goodell-Pratt Co., Greenfield, Mass. North Bros. Mfg. Co., Philadelphia, Pa.

DUMBWAITERS
Sedgwick Machine Works, New York.

Lee Broom & Duster Co., Lincoln, Neb.

DYNAMITE Dupont Powder Co., Wilmington, Del. Giant Powder Co., San Francisco, Cal. Hercules Powder Co., Wilmington, Del.

EGG BEATERS
United Royalties Corporation, New
York, N. Y.

ELECTRICAL SUPPLIES
Pacific Hardware & Steel Co., San Francisco.
Salt Lake Hardware Co., Salt Lake, FORGES Utah. **ELEVATORS** 

Sedgwick Machine Works, New York.

Sedgwick Machine Works, New York.

ENAMELED WARE
Honeyman Hardware Co., Portland, Or.
Central Stamping Co., New York, N.Y.
New York Stamping Co., Brocklyn, N.Y.
Lalance & Grosjean Mfg. Co., New
York, Chicago and San Francisco.
Salt Lake Hardware Co., Salt Lake
City, Utah.
Simmons Hardware Co., St. Louis, Mo.
Strevell-Paterson Hardware Co., Salt
Lake City, Utah.

ENGINES

ENGINES

Lansing Wheelbarrow Co., San Francisco, Cal.

Salt Lake Hardware Co., Salt Lake
City, Utah.
Schwabacher Hardware Co., Seattle,
Wash.
Strevell-Paterson Hardware Co., Salt
Lake City, Utah.

Shelby Spring Hinge Co., Shelby, O.

FASTENERS—Casement Window
Shelby Spring Hinge Co., Shelby, O.

FAUCETS
Thos. Savill's Sons, Philadelphia, Pa.

FAUCETS—Auto Measuring Lane Bros. Co., Poughkeepsie, N. Y.

FENCE
United States Steel Products Co., San
Francisco, Los Angeles, Cal.; Portland, Ore.; Seattle, Wash.

LES
Delta File Works, Philadelphia, Pa.
Henry Disston & Sons, Philadelphia.
Nicholson File Co., Providence, R. I.
McCaffrey File Co., Philadelphia, Pa.
Simonds Mfg. Co., Fitchburg, Mass.

FIRE APPARATUS
O. J. Childs Co., Utica, N. Y.

FIREARMS Colt's Patent Firearms Co., Hartford, Conn. Remington Arms U. M. C. Co., New York, N. Y.

FIRE EXIT BOLTS
Russell & Erwin, New Britain, Conn.,
and San Francisco, Cal.

FIRE POTS Clayton & Lambert Mig. Co., Detroit, Michigan.

TTINGS
Central Foundry Co., New York.
M. L. Kline, Portland, Ore.
Rhode Island Fittings Co., Hillsgrove,
R. I.
Stanley G. Flagg & Co., Philadelphia.

FLASH LIGHTS
Usona Mfg. Co., New York, N. Y.,
Toledo, O., and San Francisco, Cal.

FLOOR AND CEILING PLATES
Beaton & Cadwell Mfg. Co., New Britain, Conn. Beaton & Corbin Mfg. Co., Southington, Conn.

FLOOR HINGES Standard Mig. Co., Shelby, Ohio.

FLOOR SLEEVES
Beaton & Cadwell Mfg. Co., New Britain, Conn.

FLOUR SIFTERS Fred J. Meyers Mfg. Co., Hamilton, O. FOOD CHOPPERS

OD CHOPPERS
Enterprise Mfg. Co. of Pa., Philadelphia, Pa.
Russell & Erwin, New Britain, Conn., and San Francisco, Cal.
Schlichter Mfg. Co., Hamilton, Ohio. FOOD GRATER:
Schlichter Mig. Co., Hamilton, Ohio.

Buffalo Forge Co., Buffalo, N. Y.

FRY PANS
Central Stamping Co., New York, N.Y.
New York Stamping Co., Brooklyn.
Wheeling Corrugating Co., Wheeling,
W. Va.

FURNACES
Oulter & Proctor Stove Co., Peoria,
Illinois.

RNACES—Gasoline and Kerosene Otto Berns, Newark, N. J.

FURNITURE SLIDES
Universal Caster & Foundry Co., Newark, N. J.

GALVANIZED GOODS
Wheeling Corrugating Co., Wheeling,
W. Va.

GALVANIZED WARE

Oentral Stamping Co., New York, N.Y.
Wheeling Corrugating Co., Wheeling,
W. Va.

GARAGE EQUIPMENT
Lane Bros. Co., Poughkeepsie, N. Y.
Richards-Wilcox Mfg. Co., Aurora, Ill.
Curtis Pneu Machinery Co., St. Louis.
Hunt, Helm, Ferris & Co., Harvard, Ill.
The Stanley Works, New Britain, Ct. GARDEN HOSE

Goodyear Rubber Co., San Francisco and Portland, Ore.

GARDEN TOOLS
Buffum Tool Co., Louisiana, Mo.
Gilson Mfg. Co., Port Washington, C. S. Norcross & Sons, Bushnell, Ill. Union Fork & Hoe Co., Columbus, O.

Classified list of the products of progressive manufacturers — Goods that can be depended upon. Note carefully our advertising pages for particulars, or address our information department.

GAS ENGINE OILS

Platt & Washburn Refining Co., New
York and San Francisco.
Tiona Oil Co., Binghamton, N. Y.
Union Hdwe. & Metal Co., Los Angeles, Cal. GAS HEATERS Hess-Snyder Co., Massillon, O. Minier Gas Heater Co., South Pasa-dena, Cal. GAS RANGES
James Graham Mig. Co., San Francisco. GASOLINE TORCHES
Clayton & Lambert Mfg. Co., Detroit,
Michigan.
Otto Bernz, Newark, N. J. GLASSWARE Corning Glass Works, Corning, N. Y. GLASS OVENWARE Corning Glass Works, Corning, N. Y. GOLF CLUBS
Burke Golf Co., Chicago, Ill., and
Newark, Ohio. GOLF SUPPLIES
Burke Golf Co., Chicago, Ill., and
Newark, Ohio.
Griptite Co., Chicago, Ill. GRAPHITE
Joseph Dixon Crucible Co., Jersey City,
N. J.; San Francisco, Cal. GRAPHITE PAINT
Joseph Dixon Crucible Co., Jersey City,
New Jersey. GRASS CATCHERS

Excelsior Bag & Mfg. Co., Troy, N. Y.
Philadelphia Lawn Mower Co., Phila
delphia, Pa.
Specialty Mfg. Co., St. Anthony Park,
Minnesota. GRINDERS The Carborundum Co., Niagara Falls, New York. GRINDERS—Hand and Power Carborundum Co., Niagara Falls, N. Y. GRINDING WHEELS Carborundum Co., Niagara Falls, N. Y. HAMMERS Vaughan & Bushnell Mfg. Co., Chicago. Ill. HANDLES
Buffum Tool Co., Louisiana, Mo.
Ivory Handle Co., Hope, Ark.
HAND FIRE EXTINGUISHERS
O. J. Childs Co., Utica, N. Y. HAND CARTS
Lansing Wheelbarrow Co., San Francisco, Cal. HANGING SCALES
Pelouze Mfg. Co., Chicago, Illinois.
Triner Scale Co., Chicago, Ill. HARDWARE JOBBERS
Baker & Hamilton, San Francisco, Cal.
Dunham, Carrigan & Hayden, San
Francisco, Cal.
A. M. Holter Hardware Co., Helena, HINGES-Floor A. M. Holter Hardware Co., Montana.

Hammond Lumber Co., Los Angeles.
Honeyman Hardware Co., Portland, Or.
Jensen, King, Byrd Co., Spokane, Wa.
Pacific Hardware & Steel Co., San
Francisco, Cal.
Salt Lake Hardware Co., Salt Lake
City, Utah.
Schwabacher Hardware Co., Seattle
Wash.
Simmons Hardware Co., St. Louis, Mo. Wash.
Simmons Hardware Co., St. Louis, Mo.
Strevell-Paterson Hdwe. Co., Salt Lake
City, Utah.

A March Co. Louis, Mo.
Chicago Spring
HOLDERS—Door
Bommer Bros.,

P. & F. Corbin Strevell-Paterson Hdwe, Co., Sait Lake City, Utah. Union Hardware & Metal Co., Los An-geles, Cal. Thomson-Diggs Co., Sacramento, Cal. Whiton Hardware Co., Seattle, Wash.

HARDWARE SPECIALTIES

Bridgeport Hardware Mfg. Co., Bridgeport, Conn.

Buckeye Aluminum Co., Doylestown, O.
Buffum Tool Co., Louisiana, Mo.
Crescent Tool Co., Jamestown, N. Y.
Delta File Works, Philadelphia, Pa.
Enterprise Mfg. Co., Philadelphia, Pa.
Excelsior Bag & Mfg. Co., Troy, N. Y.
Granucci Hardware Co., San Francisco, Cal., and St. Louis.
Hardware Specialties Mfg. Co., Wababash, Ind.
Fred J. Meyers Mfg. Co., Hamilton, O.
Lane Bros. Co., Poughkeepsie, N. Y.
Lufkin Rule Co., Saginsw, Mich.
New York Stamping Co., Brooklyn, N. Y.
Parker Wire Goods Co., Worcester,
Mass.

Biber Co., Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.
HOOK AND EXPANSION PLATES
Beston & Gadwell Mfg. Co., New Britain, Conn.
OKS—Coat and Hat
Bommer Bros., Brooklyn, N. Y.
P. & F. Corbin, New Britain, Conn.
Shelby Spring Hinge Co., Shelby, O.
HORSE SHOES
Phoenix Horse Shoe Co., Chicago, III.
United States Steel Products Co., Sean Francisco, Loe Angeles, Portland
HOLLOW HANDLE TOOL KITS
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.
HOOK AND EXPANSION PLATES
Beston & Coat and Hat
Bommer Bros., Brooklyn, N. Y.
P. & F. Corbin, New Britain, Conn.
Shelby Spring Hinge Co., Shelby, O.
HORSE SHOES
Phoenix Horse Shoe Co., Chicago, III. HOSE COUPLING Stuber & Kuck, Peorla, Ill. Mass.

Mass.

Richards-Wilcox Mfg. Co., Aurora, Ill.

Salt Lake Hardware Co., Salt Lake
City, Utah.

Schwabacher Hardware Co., Seattle,
Wash.

Sheiby Spring Hinge Co., Sheiby, O.

Simmons Hdw. Co., St. Louis, Mo.

Stanley Works, New Britain, Conn.

Strevell-Paterson Hdwe. Co., Salt Lake.
Taylor & Boggis Foundry Co., Cleveland, O.

Thomson-Diggs Co., Sacramento, Cal MASS. HOSE MENDERS Studer & Kuck, Peoria, Ill. HOSE REELS Specialty Mfg. Co., St. Anthony Park, Minnesota. Minnesota.

HOUSE FURNISHINGS
Corning Glass Works, Corning, N. Y.

HOUSEHOLD GOODS
Aluminum Cooking Utensil Co., New
Kensington, Pa.; San Francisco,
Cal., and Portland, Ore.
Baker & Hamilton. San Francisco, Cal.
Central Stamping Co., New York, N. Y.
corning Glass Works, Corning, N. Y.
Dunham, Carrigan & Hayden, San
Francisco, Cal.
Jensen. King. Byrd Co., Spekane, Wa. iand, O.
Thomson-Diggs Co., Sacramento, Cal.
McKinney Mfg. Co., Pittsburgh, Pa.
HARNESS HARDWARE
Covert Mfg. Co., Troy, N. Y.
Salt Lake Hardware Co., Salt Lak
City, Utah. Salt Lake HARVESTER OILS Platt & Washburn Refining Co., New York and San Francisco. Tiona Oil Co., Binghamton, N. Y. Union Hdwe. & Metal Co., Los Ange-les, Cal. HATCHETS Simmons Hdw. Co., St. Louis, Mo. HEATERS Minier Gas Heater Co., South Pasadena, Cal.
HINGES NGES
Bommer Brothers, Brooklyn, N. Y.
P. & F. Corbin, New Britain, Conn.
P. & F. Corbin, New Britain, Conn.
The Chicago Spring Butt Oo., Chicago.
Russell & Erwin, New Britain, Conn.,
and San Francisco, Cal.
Shelby Spring Hinge Oo., Shelby, O.
Stanley Works, New Britain, Conn.
Superior Spring Hinge Oo., Chicago
and Los Angeles.
NGE PLATES W Va HINGE PLATES
Shelby Spring Hinge Co., Shelby, O.
P. & F. Corbin, New Britain, Conn.
The Stanley Works, New Britain, Ct. HINGES—Ball Bearing
Shelby Spring Hinge Co., Shelby, O.
P. & F. Corbin, New Britain, Conn.
The Stanley Works, New Britain, Ct.

Francisco, Cal.
Jensen, King, Byrd Co., Spekane, Wa.
Lalance & Grosjean Mfg. Co., New
York, Chicago and San Francisco.
Landers, Frary & Clark, New Britain,
Connecticut.
Fred J. Meyers Mfg. Co., Hamilton, O.
New York Stamping Co., Brooklyn,
New York.
Nu-Sink Co., Los Angeles and San
Francisco, Cal. New York.
Nu-Sink Co., Los Angeles and San Francisco, Cal.
Ontario Knife Co., Franklinville, N.Y.
Orona Mfg. Co., Boston, Mass.
Pacific Hardware & Steel Co., San Francisco, Cal.
Schlichter Mfg. Co., Hamilton, Ohio.
Strevell-Paterson Hardware Co., Salt Lake City, Utah.
United Royalties Corporation, New York, N.Y.
Wheeling Corrugating Co., Wheeling.
W. Va. Whiton Hardware Co., Seattle, Wash. ICE OREAM FREEZERS
North Bros. Mfg. Co., Philadelphia. North Bros. Mfg. Co., Philadelphia.

ICE SCALES
Peloace Mfg. Co., Chicago, Ill.
Triner Scale Co., Chicago, Ill.
INCANDESCENT LAMPS
Western Agencies Co., San Francisco.
INCUBATORS
M. M. Johnson Co., Clay Center, Neb.
Queen Incubator Co., Lincoln, Neb.
INTERIOR METAL DECORATIONS
Wheeling Corrugating Co., Wheeling.
W. Va.
IRON AND STEEL
Pacific Hardware & Steel Co., San
Francisco, Cal.
Salt Lake Hardware Co., Salt Lake
City, Utah.
Strevell-Paterson Hardware Co., Salt NGES-Floor
Bommer Bros., Brooklyn, N. Y.
Chicago Spring Butt Co., Chicago, Ill.
Shelby Spring Hinge Co., Shelby, O.
P. & F. Corbin, New Britain, Conn.
The Stanley Works, New Britain, Ct. HINGES—Ornamental Shelby Spring Hinge Co., Shelby, O. HINGES—Spring
Chicago Spring Butt Co., Chicago, Ill.
Bommer Bros., Brooklyn, N. Y. Strevell-Paterson Hardware Co., San Lake City, Utah. Thomson-Diggs Co., Sacramente, Cal. United States Steel Products Co., Sea Francisco, Los Angeles, Portland and Seattle. Wheeling Corrugating Co., Wheeling. W. Vs. Whiton Hardware Co., Seattle, Wash. HINGES—Window and Screen Chicago Spring Butt Co., Chicago, Ill. DIDERS—Door
Bommer Bros., Brooklyn, N. Y.
P. & F. Corbin, New Britain, Conn.
Richards-Wilcox Mfg. Co., Aurora, Ill.
Shelby Spring Hinge Co., Shelby, O.
The Stanley Works, New Britain, Ct.

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IRON AND STEEL
Schwabacher Hardware Co., Seattle,
Wash.

IRON AND STEEL SHEETS
Brier Hill Steel Co., Youngstown, O.,
and 815-819 Monadnock Bldg., Saa
Francisco, Cal.

JACKS—Carriage, Truck
Lane Bros. Co., Poughkeepsie, N. Y.

JOIST HANGERS
Lane Bros. Co., Poughkeepsie, N. Y. KICK PLATES

ommer Bros., Brooklyn, N. Y. helby Spring Hinge Co., Shelby, O. KNIVES Ontario Knife Co., Franklinville, N. Y.

KNOBS—Door
P. & F. Corbin, New Britain, Conn.
Shelby Spring Hinge Co., Shelby, O.

LAVATORY SPRING HINGES
Chicago Spring Butt Co., Chicago, Ill.

Onicago Spring Butt Co., Unicago, Ill.
LAWN MOWERS
Pacific Hardware & Steel Co., San
Francisco, Cal.
Philadelphia Lawn Mower Co., Philadelphia, Pa..
Pennsylvania Lawn Mower Co., Philadelphia, Pa..
Simmons Hdw. Co., St. Louis, Mo.

LAWN SPRINKLERS
Buffum Tool Co., Louisians, Mo.
Enterprise Mfg. Co. of Pa., Philadel-

phia, Pa.
Stuber & Kuck, Peoria, II.
Stuber & Kuck, Peoria, II.
Thompson Mfg. Co., Los Angeles, Cal.
Will's Sprinkler Co., Los Angeles, Cal.

LAWN SWEEPERS Pennsylvania Lawn Mower Co., Philadelphia, Pa.

Philadelphia Lawn Mower Co., Philadelphia, Pa.

LAWN TRIMMERS Pennsylvania Lawn Mower Co., Phila-delphia, Pa. Philadelphia Lawn Mower Co., Phila-delphia, Pa.

Osgood Lens & Supply Co., Chicago.

LEVELS
Bridgeport Hardware Mfg. Corp.,
Bridgeport, Conn.,
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Philadelphia.
Stanley Rule & Level Co., New Britain, Conn.

LINOLEUM Armstrong Cork Co., Lancaster, Pa. LOCKS

LOCKS
P. & F. Corbin, New Britain, Conn.
Corbin Cabinet Lock Co., New Britain, Conn.
Rassell & Erwin, New Britain, Conn.,
and San Francisco, Cal.
Shelby Spring Hinge Co., Shelby, O.
Taylor & Boggis, Cleveland, O.
LUBRICANTS
Joseph Dixon Orucible Co., Jersey

JERICANTS
Joseph Dixon Orucible Co., Jersey
City, N. J., and San Francisco.
Platt & Washburn Refining Co., New
York and San Francisco.
Tiona Oil Co., Binghamton, N. Y.
Union Hdwe. & Metal Co., Los Angeles, Cal.

LUMBER CRAYONS
Joseph Dixon Cracible Co., Jersey
City, N. J., and San Francisco.

MALLEABLE FITTINGS
Stanley G. Flagg & Co., Philadelphia.
Penn

MANUFACTURERS' AGENTS
Bailey & Drake Co., San Francisco.
A. H. Coates Co., San Francisco, Cal.

George E. Dalton, Los Angeles, Cal. W. D. Caldwell, San Francisco. E. C. Ooffin & Co., Salt Lake, Utah. Horace Allen, San Francisco. S. V. Armstrong, San Francisco. Phil Bekeart Co., San Francisco. W. F. Beardman & Co., San Francisco. Cal.

W. F. Beardman & Co., San Francisco.
Cal.
A. L. Conger Co., San Francisco.
Omer Cox, San Francisco.
Geo. F. Eberhard Co., San Francisco.
Ewing: Lewis Co., San Francisco and Los Angeles, Cal.
Edward Knoble & Son, Tacoma, Wash.
French & Linforth, San Francisco.
C. W. Gause Co., San Francisco.
W. H. Gilbert, San Francisco and Los Angeles.
R. B. Hanna, Los Angeles.

Washingto

Vashingto

View York
Pike Mfg. C

Francisco,
OIL STOVES
Ringen Stov
PAINTS
The Brinings
Wm. Connes
Wm. Connes
New York

W. H. Gilbert, San Francisco and Los Angeles.
R. B. Hanna, Los Angeles.
Haven & Haven, San Francisco, Cal.
D. L. Herman, Seattle.
H. A. Heppner & Co., Portland.
Wm. P. Horn Co., San Francisco.
Hughson & Merton, San Francisco.
C. N. & F. W. Jonas, 708 Equitable
Savinge Bank Bldg., Los Angeles.
O. N. & F. W. Jonas, San Francisco.
E. A. Keithley, San Francisco.
P. C. & A. E. Lowrey, San Francisco.
O. A. Maydwell & Co., San Francisco.
J. T. McDevitt, San Francisco.
J. T. McDevitt, San Francisco.
J. T. McLean Co., Seattle.
Cagood & Howell, San Francisco.
A. Rannie, San Francisco.
O. S. Rhea, Berkeley, Cal.
Jno. T. Rowntree, San Francisco, Portland, Ore., Los Angeles and Denver, Colo.

Chlo

Rowntree & Wishon, San Francisco. A. C. Rulofson, San Francisco and Los Angeles.

Angeles.
C. P. Rust & Co., San Francisco, Cal.
C. H. Smith & Bro.. Los Angeles.
T. H. Speddy, San Francisco.
C. H. Stanyan, San Francisco.
C. H. Stanyan, San Francisco.
Eugene C. Saul, San Francisco.
J. A. Tuthill, Los Angeles, Cal.
S. F. Wilbur Co., San Francisco, Cal.
Thomas A. Williams, Salt Lake.
S. G. Wilson, Los Angeles.
Fred P. Winchester. San Francisco.
John J. Wirtner, San Francisco.
Wright & Lacey, San Francisco.

MAYONNAISE MIXERS
United Royalties Corpo
York, N. Y. Corporation, New

MECHANICS' TOOLS Buffum Tool Co., Louisiana, Mo. The Keystone Mfg. Co., Buffalo, N. Y. The James Swan Co., Seymour, Conn.

METAL CEILINGS
Wheeling Corrugating Co., Wheeling,
W. Va.

METAL LATH Wheeling W. Va. Corrugating Co., Wheeling,

METAL POLISH
J. C. Paul & Co., Chicago, III. METAL SHINGLES Wheeling Corrugating Co., Wheeling, W. Va.

MILLS—Coffee, Spice, Corn Lane Bros. Co., Poughkeepsie, N. Y. MOTOR CARS

Cadillac Motor Car Co., San Fran-cisco, Cal. Don Lee, San Francisco, Cal. Bush Motor Co., Chicago, Ill.

NAIL CLIPS H. C. Cook Co., Ansonia, Conn.

NAIL SETS
James Swan Co., Seymour, Conn.

NAILS, STAPLES, SPIKES
American Steel & Wire Co., Chicago,
Ill.; San Francisco and Los Angeles,
Cal.; Portland, Ore., and Seattle, Washington.

The Carborundum Co., Niagara Falls, New York. Pike Mfg. Co., Pike, N. H. and San Francisco, Cal.

Ringen Stove Co., St. Louis, Mo. PAINTS

INTS
The Brininstool Co., Los Angeles, Cal.
Wm. Conners Paint Mfg. Co., Troy,
New York.
Joseph Dixon Crueible Co., Jersey
Otty, N. J.
Montauk Paint Mfg. Co., Brooklyn.
Simmons Hardware Co., St. Louis, Me.
Salt Lake Hardware Co., Salt Lake City, Utah.

Strevell-Paterson Hardware Co., Salt
Lake City, Utah.

PAINT BRUSHES Rubberset Company, Newark, N. J.

PEDAL PADS
Auto Pedal Pad Co., New York, N. Y.

PICTURE HOOKS AND WIRE Parker Wire Goods Co., Worcester, Mass.

Central Foundry Co., New York.
Abendroth Bros., Port Chester, N. Y.
Alabama Flue & Foundry Co., Anniston, Ala.
American Enameling Mfg. Corp., New
York, N. Y.
American Foundry & Pipe Co., Penns
Ste. Pa

American Foundry & Pipe Co., Penns Sta., Pa.
Anniston Foundry Co., Anniston, Ala.
Bessemer Soil Pipe Co., Bessemer, Ala.
Campbell Mfg. Co., Gadaden, Ala.
Casey Hedges Co., Chattanooga, Tenn.
Charlotte Pipe & Fdy. Co., Charlotte,
North Carolina.
Coosa Pipe & Foundry Co., Birmingham, Ala.
Crown Pipe & Fdy. Co., Jackson, O.
Gadden Pipe Co., Gadsden, Ala.
Haines, Jones & Cadbury Co., Philadelphia, Pa.
J. D. Johnson Co., New York, N. Y.
Krupp Foundry Co., Medina, N. Y.
National Foundry Co., Medina, N. Y.
National Foundry Co. ef N. Y., Brocklyn, N. Y.
National Pipe & Foundry Co., Attalla, National Pipe & Foundry Co., Attalla,

Reading Foundry & Supply Co., Reading, Pa.

Reading Foundry & Supply Co., ing, Pa.
Salem Brass & Iron Mfg. Co., Salem, New Jersey.
Sanitary Co. of America, Linfield, Pa.
Sommerville Iron Works, New York.
Standard Foundry Co., Anniston, Ala.
Superior Mfg. Co., Bessemer, Ala.
Union Foundry Co., Anniston, Ala.
A. Weiskittel & Son Co., Baltimore.
H. Wetter Mfg. Co., Memphis, Tenn.

PIPE BENDERS Buffum Tool Co., Louisiana, Mo. H. P. Martin & Sons, Owensbore, Ky.

PIPE FITTINGS Stanley G. Flagg & Co., Philadelphia,

Penn.
Rhode Island Fittings Co., Hillsgrove,
Rhode Island. PIPE HANGERS

Beaton & Cadwell Mfg. Co., New Brit-ain, Conn.

PIPE HOOKS
Berger Bros. Co., Philadelphia, Pa.

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PIPE ROLLS

Beaton & Cadwell Mfg. Co., New Britain, Conn.

PIPE WRENCHES
Trimont Mfg. Co., Roxbury, Mass.

PIVOTS—Ball Bearing Bommer Bros., Brooklya, M. Y.

Stanley Rule ain, Conn. Rule & Level Co., New Brit-

PLATES--Kick Bommer Bros., Brooklyn, N. Y.

PLATES-Push Bommer Bros., Brooklyn, N. Y.

Bommer Bros., Brooklyn, N. Y.

PLUMBING SPECIALTIES
Armstrong Mfg. Co., Bridgeport, Ct.
Buffum Tool Co., Louisians, Mo.
Otto Bernz, Newark, N. J.
Boston Brass Co., Waltham, Mass.
Clayton & Lambert Mfg. Co., Detroit,
Michigan.
Orescent Tool Co., Jamestown, N. Y.
Excelsior Bag & Mfc. Co., Troy, N. Y.
Hays Mfg. Co., Erie, Penn.
M. L. Kline, Portland, Ore.
H. P. Martin & Sons, Owensboro, Ky.
Nye Tool & Machine Works, Chicago.
Rhode Island. Rhode Island Fittings Co., Hillsgrove, Rhode Island. Thos. Savill's Sons, Philadelphia, Pa. Trimont Mfg. Co., Roxbury, Mass. Turner Brass Works, Syracuse, Ill.

PLUMBING SUPPLIES Smooth-On Mfg. Co., Jersey City, N. J.

PLUMBING TOOLS
Buffum Tool Co., Louisiana, Mo.
Boston Brass Co., Waltham, Mass.
Greenfield Tap and Die Corporation,
Greenfield Mass.
Keystone Mfg. Co., Buffalo, N. Y.
Nye Tool & Machine Works, Chicago.
Trimont Mfg. Co., Roxbury, Mass.

PLUMBERS' TOOL ROLL Excelsior Bag & Mig. Co., Troy, N. Y. POLISH

Orona Mfg. Co., Boston, Mass.

POCKET COMPASSES chuette Recording Manitowoc, Wis. Schuette Compass Co.,

PRUNING HOOKS
Henry Disston & Sons, Philadelphia.

PRUNING SAWS
Henry Disston & Sons, Philadelphia. SADDLERY HARDWARE
Hardware Specialties Mfg. Co., WaCovert Mfg. Co., Troy, N. Y.

SOLDER

Brain, Count.

Hardware Specialties Mfg. Co., Wabash, Ind.

SOLDER

PULLEYS—Awning
P. & F. Corbin, New Britain, Conn.

PUMP VALVES AND PLUNGERS Berger Bros. Co., Philadelphia, Pa. PUMPS

Goulds Mfg. Co., Seneca Palls, N. Y. Lansing Wheelbarrow Co., San Fran-cisco, Cal. Pacific Hardware & Steel Co., San Francisco, Cal.
Francisco, Cal.
Woodin & Little, San Francisco, Cal. SAW SETS
Henry Disston & Sons, Philadelphia.

PUNCTURE CURE
Alcemo Mfg. Co., Newark, N. J.

PUSH PLATES
Bommer Bros., Brooklyn, N. Y.
P. & F. Corbin, New Britain, Conn.

RADIATOR VALVES--Key and Wood
Beaton & Cadwell Mfg. Co., New Britain, Conn.

RAILWAY CAR MOVERS
G. D. Rowell & Son, Appleton, Wis.

RANGES
Jas. Graham Mfg. Co., San Francisco,
California.
Ringen Stove Co., St. Louis, Mo., SanFrancisco, Cal.

Baker & Hamilton, San Francisco, Cal. Simmons Hdw. Co., St. Louis; Mo.

RAZOR HONES
Pike Mfg. Co., Pike, N. H., and San
Francisco, Cal.
The Carborundum Co., Niagara Falls,
New York.

RAZOR STROPS
The Carborundum Co., Niagara Falls,
New York.
Pike Mfg. Co., Pike, N. H., and San
Francisco, Cal.

REAMERS Greenfield Tap and Die Corporation, Greenfield, Mass.

REFRIGERATORS Baldwin Refrigerator Co., Burlington, Vermont. Maine Mfg. Co., Nashua, N. H. Simmons Hdw. Co., St. Louis, Mo.

RIVETS

RIVETING MACHINES
F. H. Smith Mfg. Co., Chicago, Ill.
Wheeling Corrugating Co., Wheeling,
W. Va.

ROASTERS Central Stamping Co., Brooklyn, N. Y.

ROOFING Hammond Lumber Co., Los Angeles. Pioneer Paper Co., Los Angeles and San Francisco, Cal.

ROOFING CEMENT Wm. Conners Paint Mfg. Co., Troy, New York.

PE Columbian Rope Co., Auburn. N. Y.
Portland Cordage Co., Portland and SKILLETS
New York Stamping Co., Brooklyn. Wheeling Corrugating Co., Wheeling W. Va. ROPE

RUBBER HOSE
Goodyear Rubber Co., San Francisco
and Portland.

LES
Lufkin Rule Co., Saginsw, Mich.
Stanley Rule & Level Co., New Britsain, Conn.

SLIDING DOOR LATCHES
Lane Bros. Co., Poughkeepsie, N. Y.
Richards-Wilcox Mfg. Co., Aurora, Ill.

Samson Cordage Works. Boston, Mass.

SAWS WS

Henry Disston & Sons, Philadelphia.
Goodell-Pratt Co., Greenfield, Mass.
Simmons Hdw. Co., St. Louis, Mo.
Simonds Mfg. Co., Fitchburg, Mass.,
San Francisco and Portland, Ore.
L. S. Starrett Co., Athol, Mass.
Thomson-Diggs Co., Sacramento, Cal.

SCALES Pelouze Mfg. Co., Chicago, Ill. Triner Scale & Mfg. Co., Chicago.

SCREW PLATES
Greenfield Tap and Die Corporation,
Greenfield, Mass.

SCREW CASES American Bolt & Screw Case Co., Dayton, O. SCREW DRIVERS
Buffum Tool Co., Louisiana, Mo.
Bridgeport Hardware Mfg. Corp.,
Bridgeport, Conn.
Henry Disston & Sons, Philadelphia.
Goodell-Pratt Co., Greenfield, Mass.
North Bros., Philadelphia, Pa.
The James Swan Co., Seymour, Cona.
Stanley Rule & Level Co., New Britain, Conn.

SCREEN DOOR HINGES Bommer Bros., Brooklyn, N. Y. Lawson Mfg. Co., Chicago, Ill.

SCREEN DOOR SETS
Bommer Bros., Brooklyn, N. Y.
Chicago Spring Butt Co., Chicago, Ill.
Russell & Erwin, New Britain, Conn.,
and San Francisco, Cal.
Stanley Works, New Britain, Conn.

SCYTHE STONES
The Carborundum Co., Niagara Falls,
New York.

SEEDS Aggeler & Musser, Los Angeles, Cal. SHARPENING STONES

A. W. Pike & Co., San Francisco,
Pike Mfg. Co., Pike, N. H.

VET'S Edwin B. Stimpson Co., Brooklyn, N.Y. SHARPENING MACHINE Hyfield Mfg. Co., New York, N. Y.

SHAVING BRUSHES
Rubberset Co., Newark, N. J.

SHEEP SHEARING MACHINES Chicago Flexible Shaft Co., Chicago.

SHEETS—Black and Galvanized
Wheeling Corrugating Co., Wheeling,
W. Va.

SHOTGUN SHELLS
Peters Cartridge Co., San Francisco
and Cincinnati, O.

SLIDING CASTERS
Domes of Silence Co., New York, N. Y
Onward Mfg. Co., Menasha, Wis.

Wheeling Corrugating Co., Wheeling, W. Va.

SPARK PLUGS Eclipse Mfg. Co., Indianapolis, Ind.

New York Stamping Co., Brooklyn.
Wheeling Corrugating Co., Wheeling.
W. Va.

SPORTING GOODS
Burke Golf Co., Chicago, III., and
Newark, Ohio.
Colt's Patent Firearms Co., Hartfert, Conn Conn.

Du Pont Pewder Co., Wilmington, Del.

Honeyman Hardware Co., Portland, Or.

Jensen, King, Byrd Co., Spekasa, Wa.

Peters Cartridge Co., Cincinnati, O.

Remington Arms U. M. O. Co., New

York, N. Y.

Strevell-Paterson Hardware Co., Selt

Lake City, Utah.

Whiton Hardware Co., Seattle, Wash.

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Classified list of the products of progressive manufacturers - Goods that can be depended upon. Note carefully our advertising pages for particulars, or address our information department.

SPRING BUTTS

Bommer Brothers, Brooklyn, N. Y.
Chicago Spring Butt Co., Chicago, Ill.
Shelby Spring Hinge Co., Shelby, O.

SPRING LEAF SPREADER
Spring Leaf Lubricator Co., Ann Arbor, Mich.

SPRING HINGES Bommer Brothers, Brooklyn, N. Y. Chicago Spring Butt Co., Chicago, Ill. Shelby Spring Hinge Co., Shelby, O. The Stanley Works, New Britain, Ot.

SPRINKLERS AND HOLDERS
Beaton & Cadwell Mfg. Co., New Britain, Conn.

SPUD WRENCHES Beaton & Cadwell Mig. Co., New Brit-ain, Conn.

STAMPED STEEL HARDWARE Shelby Spring Hinge Co., Shelby, O.

STAPLES—Wire McKinney Mfg. Co., Pittsburgh, Pa.

STEAK AND FISH PLANKS
Lansing-Company, San Francisco, Cal.

STEEL FENCE POSTS
American Steel & Wire Co., Chicago,
Ill.; San Francisco and Los Angeles,
Cal.; Portland, Ore., and Seattle,
Washington.

STEEL SHEETS
Brier Hill Steel Co., Youngstown, O.,
and San Francisco, Cal.

STOCKS AND DIES
Armstrong Mfg. Co., Bridgeport, Ct.
Greenfield Tap and Die Corporation,
Greenfield, Mass.

STOVES OVES
Oulter & Proctor Stove Co., Peoria, Ill.
Hess Snyder Mfg. Co., Massilion, O.
Jas. Graham Mfg. Co., San Francisco.
Jensen, Kning, Byrd Co., Spokane, Wn.
Ringen Stove Oo., St. Louis, Mo., San
Francisco, Cal.
Spokane Stove Repair Works, Spokane,
Washington.

STOVE PIPE CRIMPER Excelsion Packham Crimper Co., Mechanicsburg. TORCHES

STOVE POLISH Joseph Dixon Orucible Co., Jersey City, N. J.

STOVE PUTTY
William Conners Paint Mfg. Co., Troy,
New York.

STOVE REPAIRS City, Mo.
Spokane Stove Repair Works, Kansas
City, Mo.
Spokane Stove Repair Works, Spokane, Wash.

TACKLE BLOCKS—Automatic Lane Bros. Co., Poughkeepsie, N. Y.

TANKS—Pneumatic Water Supply Wm. B. Scalfe & Sons, Pittsburgh, Pa. TANKS-

NKS—Steel Wm. B. Scaife & Sons, Pittsburgh, Pa.

TAPS AND DIES

Greenfield Tap and Die Corporation,
Greenfield, Mass.

TAPES Lufkin Rule Co., Saginaw, Mich. L. S. Starrett Co., Athol, Mass.

THREADING MACHINES
Armstrong Mfg. Co., Bridgeport, Ot.
Greenfield Tap and Die Corporation.
Greenfield, Mass.

TIMBER HANGERS

Lane Bros. Co., Poughkeepsie, N. Y.

TIN AND TERNE PLATE Wheeling Corrugating Co., Wheeling, W. Va.

TINWARE

Central Stamping Co., New York, N. Y.

Century Plainfield Tire Co., Plainfield, WASTE N. J.
Diamond Tire Co., Akron, O., and
San Francisco, Cal.
B. F. Goodrich Rubber Co., Akron,
Ohio, and San Francisco, Cal.
Hartford Rubber Works Co., New York
U. S. Tire Co., New York, N. Y.

TIRE PATCHES

W. C. Wood Co., Minneapolis, Minn.

TIRE PUMPS

J. H. Haney & Co., Hastings, Neb.

TOGGLE BOLTS

Richards-Wilcox Mfg. Co., Aurora, Ill.

Buffum Tool Co., Louisiana, Mo.
Henry Disston & Sons, Philadelphia.
Goodell-Pratt Co., Greenfield, Mass.
Lebanon Machine Co., Lebanon, N. H.
North Bros. Mfg. Co., Philadelphia.
R. F. Sedgley, Philadelphia, Pa.
Simmons Hdw. Co., St. Louis, Mo.
Stanley Rule & Level Co., New Britsin, Conn.
L. S. Sterrett Co., Athol Mass. H.

sin, Conn.
L. S. Starrett Co., Athol, Mass.
Strevell-Paterson Hdwe. Co., Salt Lake
City, Utah.
Vaughan & Bushnell Mfg. Co., Chi-& Bushnell Mfg. Co., Chi-

TOOL HOLDERS

J. H. Williams & Co., Brooklyn, N. Y.

TOOL ROLLS

Buffum Tool Co., Louisiana, Mo. Excelsior Bag & Mfg. Co., Troy, N. Y.

Clayton & Lambert Mfg. Co., Detroit, Michigan. Otto Bern, Newark, N. J. Turner Brass Works, Sycamore, Ill.

TRANSOM OPERATORS

Russell & Erwin, New Britain, Conn., and San Francisco, Cal.

TROLLEYS-Overhead

Lane Bros. Co., Poughkeepsie, N. Y.

Lansing-Company, San Francisco, Cal. TRUCKS-Stove

Universal Caster & Foundry Co., New-ark, N. J.

TRUNKS AND BAGS

Salt Lake Hardware Co., Salt Lake City, Utah. VACUUM BOTTLES

Landers, Frary & Clark, New Britain, WRINGERS

VALVE GRINDING COMPOUND Carborundum Co., Niagara Falls, N. Y. WROUGHT STEEL WASHERS

Goodell-Pratt Co., Greenfield, Mass. Millers Falls Co., New York, N. Y.

WASHING MACHINES

Eagle Woodenware Mfg. Co., Hamilton, Ohio. Pacific Hardware & Steel Co., San Francisco, Cal.

WASHERS-Wrought Steel

The Stanley Works, New Britain, Ct. Wrought Washer Mfg. Co., Milwaukee, Wisconsin.

Royal Mig. Co., Rahway, N. J.

WATER COOLERS

Central Stamping Co., New York.

WATERING POTS

Central Stamping Co., New York.

WELDLESS WIRE CHAIN Cleveland Galvanizing Works Co., Cleveland, Ohio.

WHEELBARROWS

Lansing Wheelbarrow Co., San Francisco, Cal.

WIRE AND WIRE SPECIALTIES John A. Roebling Sons Co., Portland, Oregon.

WIRE FENCES

United States Steel Products Co., San Francisco, Los Angeles, Portland Francisco, Los Angeles, Portland Seattle.
Whiton Hdwe. Co., Seattle, Wash.

WIRE GOODS

Parker Wire Goods Co., Worcester, Mass.

WIRE NAILS

Pittsburgh Steel Co., Pittsburgh, Pa. United States Steel Products Co., San Francisco, Los Angeles, Portland Francisco, land Seattle.

WIRE PRODUCTS

Pittsburgh Steel Co., Pittsburgh, Ps. United States Steel Products Co., San Francisco, Los Angeles, Portland and Seattle.

WIRE RODS

American Steel & Wire Co., Chicago, Ill.; San Francisco and Los Angeles, Cal.; Portland, Ore., and Seattle, Washington.

WIRE ROPE

American Steel & Wire Co., Chicago, Ill.; San Francisco and Los Angeles, Cal.; Portland, Ore., and Seattle, Cal.; Portland, C.C., Washington. hn A. Roebling's Sons Co., Port-John A. Rolland, Ore.

WRENCHES

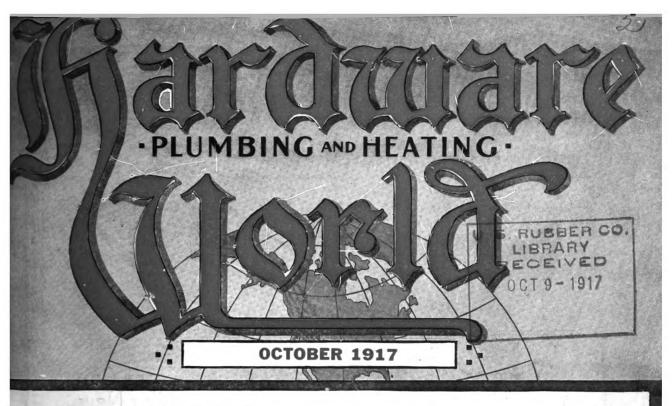
RENCHES
Buffum Tool Co., Louisiana, Mo.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Orescent Tool Co., Jonestown, N. Y.
The Keystone Mfg. Co., Buffalo, N. Y.
Frank Mossberg Co., Attleboro. Mass.
R. F. Sedgley, Philadelphia, Pa.
Trimont Mfg. Co., Roxbury, Mass.

Eagle Woodenware Mfg. Co., Hamilton, Ohio

Stanley Works, New Britain, Conn. Wrought Washer Mfg. Co., Milwaukee, Wisconsin.

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This exceptionally attractive window display, lithographed in nine colors, is ready to go into your window where it will attract hundreds of interested motorists and will sell for you

### STANLEY GARAGE HARDWARE

STANLEY Garage Door Holder No. 1774 locks the door open, preventing injury to car and occupants while entering or leaving the garage.
You should have in stock also STANLEY Garage Bolts, Butts,
Hinges, Door Pulls and Latches.

There is good profit in selling Stanley Garage Hardware, and it is in demand.

TODAY write for Special Window Display No. J-9 illustrated above, and for booklet "Selling More Stanley Garage Hardware." They will be sent free on request, express prepaid

Digitized by NEW ORK 160 LAFAYETTE STREET CHICAGO: 3 EAST LAKE STREET

THE STANLEY WORKS, New Britain, Conn.

# DON'T TAKE OUR WORD FOR IT MAKE US MAKE GOOD

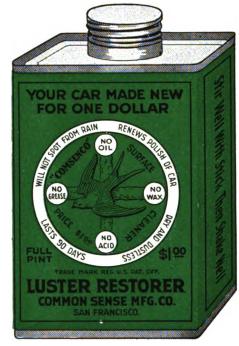
We want to prove to you there is ONE and ONLY ONE sure way of restoring the ORIGINAL luster to an automobile. It is the COMMON SENSE WAY of keeping an automobile in the same glossy bright condition in which it left the factory.

### Surpasses Expectations

Com-Sen Luster Restorer far surpasses my expectations. It brought out the finish on my car just about as well as when it left the factory.

I am thoroughly satisfied with the results and glad to recommend it.

SAMUEL D. DAVIS



### Keeps Cars Like New

We greatly appreciate the good results secured from Com-Sen Luster Restorer.

It has kept our cars looking like new for the last eight months, and we have recommended it to many of our friends.

HARRIGAN, WEIDENMULLER CO.

### COM-SEN CO., the Common Sense Way

Contains No Oil, No Grease, No Wax, No Acid

Guaranteed to do all we claim or money refunded. Saves the necessity of revarnishing and looks as good as new

There is a Splendid Business in Your Own Locality Awaiting Every Jobber and Dealer

Address Nearest Office

### COMMON SENSE MFG. CO.

1451 Van Ness Ave., San Francisco

1220 Boatmen's Bank Bldg. ST. LOUIS, MISSOURI

# DON'T TAKE OUR WORD FOR IT MAKE US MAKE GOOD







# Every Range Buyer Is a Linoleum Prospect

"We sincerely believe that nine out of every ten who are discarding the old cook stove take advantage of the opportunity to buy new linoleum, having it put down before placing the new range."

This is, in effect, the opinion of the Reynoldsville Hardware Company, Reynoldsville, Pa., who have found it quite profitable to sell

## Armstrong's (A) Linoleum

The customer will "look for the new range first and follow it up by purchasing linoleum," they say. It is their belief also that the hardware merchant who does not handle linoleum "not only loses the profit on the sale of it, but also drives the customer to the other fellow's store."

Bathroom fixtures, kitchenware, porch swings, stoves, etc., all draw prospective linoleum customers to your store. May we send you, without obligation, prices, samples and complete information about our free window displays, lantern slides, show cards, newspaper cuts, etc.? Don't overlook this real sales opportunity.

Jasde Mail the coupon

## Armstrong Cork Co.

Linoleum Dept. Lancaster Pa.

Geo. B. Swayne Selling Agent

212 Fifth Ave. New York-Heyworth Bldg Chicago

F-221

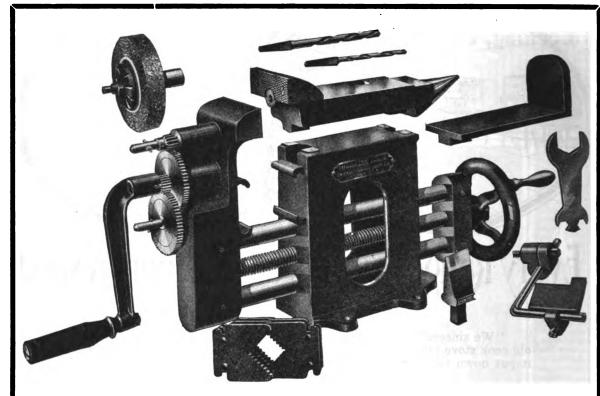
Armstrong Cork Company, Linoleum Dept., No. 97, Lancaster Pa.

Please send prices and samples of Armstrong's Linoleum; also complete information about the free window displays, lantern slides, newspaper cuts, etc.

ame.....

Street.

tv......Sta



THE GREAT SIX-IN-ONE TOOL THAT PLEASES THE USER EVERY TIME IS THE

# Stewart Handy Worker

This uniquely practical combined tool machine comprises—

A good, sturdy anvil.

A steel-faced vise opening up to  $4\frac{1}{2}$  inches.

A steel pipe vise up to  $1\frac{1}{2}$  inches.

A substantial corundum grinding wheel.

A two-speed drill press.

A cutting hardie.

Complete outfit boxed weighs 90 pounds.

List \$14.00 f. o. b. Chicago.

Western list, \$16.00.

From your jobber or direct.

## CHICAGO FLEXIBLE SHAFT COMPANY

N. LA SALLE AND ONTARIO STS., CHICAGO

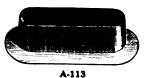
## Legging, Coat Buckles, Grommets and Metal Supplies











D-218

Companys Companys

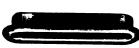
Edwin B. Stimpson Company -

New Style Leggin Spring











C-118

## STIMPSON-RIVETS











ORDER

70 FRANKLIN AVENUE WE MAKE SCREW HEAD NAILS AND RIVETS FOR EVERY PURPOSE, BROOKLYN, NEW-YORK













Old Style Spring

Edwin B Stimpson Company -

Special Spring



D 210

STIMPSON-EYELETS

### THE

## UNIVERSAL FOOD CHOPPER

is the original and only shear-cutting, self-sharpening and self-cleaning food chopper. Its sanitary construction, its simplicity, strength and heavily tinned finish appeal to every purchaser.

Chops all meat, fruits, vegetables, nuts, etc., to any degree of fineness, in one-fifth the time required by the old-fashioned chopping knife and bowl.

### MADE IN FOUR SIZES

No. O. Small Family Size

\$1.35

No. 1 Family Size

\$1.65

No. 2. Large Family Size \$2.00

No. 3 For Hotels and Restaurants, Etc.

\$2.75

The UNIVERSAL Chopper has been consistently and persistently advertised for over fifteen years.

### UNIVERSAL

Every part of the "Universal" Food Chopper is strictly "First Quality" in workmanship and construction—each detail receiving unusual care and attention. This means that "Universal" Food Choppers give an every-day-of-the-year service that is absolutely dependable in every way.

The ever-increasing demand for the UNIVERSAL Chopper has made it one of the most profitable of all household appliances to handle.

UNIVERSAL

It will pay you to stock "Universal" Food Choppers and let the housewives of your vicinity know it. We will gladly furnish you with electrotyped newspaper ads., show-cards, lantern slides, etc., for this purpose. With your first order for one dozen choppers, we furnish, free, a handsome "silent salesman" display stand.

## LANDERS, FRARY & CLARK

**NEW BRITAIN** 

CONN.

PACIFIC COAST OFFICE, 150 POST ST., SAN FRANCISCO, CAL.

# Newspaper electrotypes free to GIANT dealers

BY USING some of our striking advertisements in your local newspapers you can bring to YOUR store the farmers, ranchers and orchardists who are in need of explosives for stump-blasting, tree-planting and other work.

Our assortment of Giant newspaper electrotypes will bring you new trade both for explosives and for other merchandise. Furnishing such electrotypes is one of the many ways in which we help the hardware trade sell Giant Farm Powders.



Come in and get a 25 or 50-pound case of either of the Giant Farm Powders. Try them out and you will find that they go further and therefore cost less to use. We have noticed that when farmers try them once, for any kind of blasting, they always come back for



(This space may be used for your own advertising of other goods)

Dealer's Name Here

### Let us tell you more

You need not carry Giant Farm Powders in stock in order to make money on them. Giant magazines will supply you promptly, so you can make a profit on every order.

If you are not already selling Giant Farm Powders, let us send you our confidential trade bulletin entitled, "Helping the Retailer Sell Giant Farm Powders." This shows seven ways in which we will help you to build up a more profitable business in explosives.

The coupon below will bring you full information. Tear it out and mail today.

Hardware Men Mail This Coupon
The Giant Powder Co., Con. 227 First National Bank Bide
San Francisco CHECK HERE
Send as dealers' prices on Glant Form Populars.
Soul us your book, "Holping the Retailer Soil Glast Farm Powders."
Soud us newspaper electrotype on- Utled "Make This Test."
Name
Address

# ()EN

## Horse and Mule Shoes and Bull Dog Toe Calks

### BEST

PHOENIX SHOES ARE KEPT IN STOCK BY THE FOLLOWING HOUSES

PACIFIC HARDWARE & STEEL COMPANY San Francisco, California,

WATERHOUSE & LESTER COMPANY San Francisco, California, Etc. PERCIVAL IRON COMPANY

Los Angeles, California.

NORTHWESTERN HDW. & STEEL CO. Portland, Oregon.

> J. E. HASELTINE & CO. Portland, Oregon.

WEST COAST WAGON CO., Tacoma, Wash. GRAY BROTHERS, Seattle, Wash.

HOLLEY-MASON HARDWARE COMPANY Spokane, Washington.

SCOVEL IRON STORE COMPANY San Francisco, California.

TAYLOR-SPOTSWOOD HARDWARE CO.

San Francisco, California.

SPOTSWOOD-HELFER COMPANY San Francisco, California.

NORTHROP HARDWARE CO.

Boise, Idaho.

SALT LAKE HARDWARE COMPANY Salt Lake City, Utah.

GEO. A. LOWE CO., Ogden, Utah.

MANUFACTURED BY

## PHOENIX HORSE SHOE CO.

Largest Horse Shoe Manufacturers in the World

CHICAGO, ILL.

ROLLING MILLS AND FACTORIES — JOLIBT, ILL., POUGHKEEPSIE, NEW YORK



Some of our customers find that the Hercules Dynamite sign, placed on the outside of their stores, helps to increase their sales of dynamite. If you sell Hercules Dynamite to farmers and are not supplied with one of these signs we will gladly send one if you ask for it.

If you are not a customer we want to interest you in the sale of

### HERCULES DYNAMITE

to farm customers. It is proving a profit-maker for merchants throughout the country. Many of these men hesitated at first to do business in such a commodity. Now they know that their objections and fears were groundless.

We stand ready to assist you in many ways to build up this department of your business. A Hercules sign in front of your store will help attract trade. Free advertising matter of various kinds will be supplied. You will have the assistance of our extensive advertising in farm papers which is continually increasing the use of dynamite on the farm. Fill out the coupon below. Mail it today and we will give you our active co-operation.

### HERCULES POWDER CO. 9 W. 10th Street

Delaware

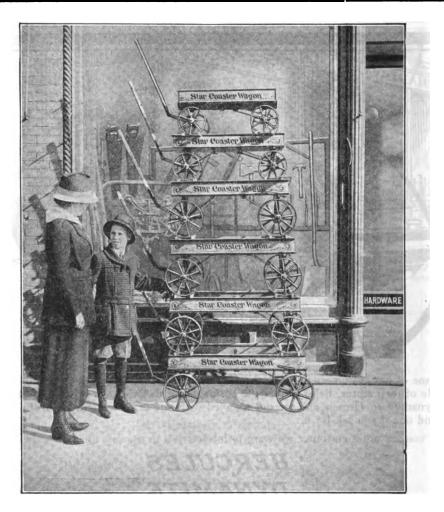


Herenles Powder Comp 9 W. 10th Street Wilmington, De

Gentlemen: Please send us information regarding the sale of dynamite to farmers and oblige. Yours very truly.

Address





## STRENGTH and APPEARANCE

The appearance of STAR and Overland Wagons sells them on sight. Clear, clean, white ash boxes finished with two fine coats of implement coach varnish, covered on the bottom as well as on the sides—an honest job of finishing. Artistically striped, scrolled and stenciled.

This, because we realize that "Looks" make the first sale and our quality shows at a glance or on minute inspection.

But while ''looks'' may make the first sale, ''Durability'' is what makes the repeat orders. And from a ''wear'' standpoint, our wagons have no equal. The rim of the wheels is pressed around the spokes, making it impossible for them to loosen. An all-steel construction below the box includes a brace for the front axle.

The full roller bearing wheels make our wagons an easy pull for the small child. In our construction are embodied all modern improvements and many exclusive features which make Hunt, Helm, Ferris & Co. wagons the most satisfactory on the market to-day.

Write for our catalog—it gives you complete information about these wagons. It's FREE.

## HUNT, HELM, FERRIS & CO. 66 Hunt Street, Harvard, Illinois

Morse Hdwe. Co., Bellingham, Wash. Pacific Hdwe. & Steel Co., San Francisco, Cal. Jensen, King & Byrd Co., Spokane, Wash. Henry Mohr Hdwe. Co., Tacoma, Wash.

Honeyman Hdwe. Co., Portland, Oregon. Seattle Hdw. Co., Seattle, Wash. Holley, Mason Hdw. Co., Spokane, Wash





# "Glance over "Royal's Record"

A continued story of money, time, labor and doubt saved. Each re-order is a renewal of satisfaction, because dependability is the basis of

## Royal Cotton Waste

Uniform in Quality—"Tare" (wrappings) 6%— Even Weight—and so Guaranteed

Twelve Standard Grades

SIX WHITE

Baron Count

WRITE or ask your jobber for Royal Sampling Catalogue; ask for samples of Royal Wool Waste.

Czar Duke

Duke Earl

Emperor

A Grade for Every Need

of Service or Price SIX COLORED

King Marquis

Mikado

Prince

Raj**ah** Sultan

READ "Producing the Fittest in Waste"—the true analysis of the waste situation, past and present. Write for it on your business letterhead.

## ROYAL MANUFACTURING CO

GENERAL SALES OFFICES AND PLANT

New York Office—2 Rector St. St. Louis Office—Pontiac Bldg.

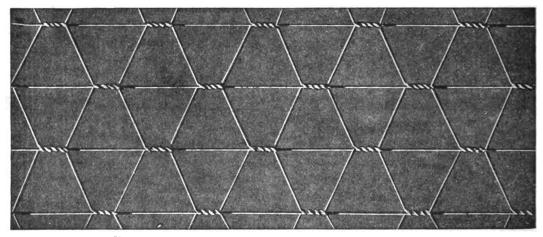
RAHWAY, N. J.

Pittsburg Office—Oliver Bldg. San Francisco Office—Wells Fargo Bldg.

Chicago Office—People's Gas Bldg.

LOOK FOR THE BRAND ON EACH STEEL BAND

# Ideal Poultry and Rabbit Fence



Is a Fence and Not a Netting

The horizontal wires in the Ideal Fence make it possible to stretch it perfectly, and FEWER POSTS ARE NEEDED and NO TOP OR BOTTOM RAIL. Posts may be set a rod apart, and if the fence is well stretched it will be strong and effective.

Hexagon mesh poultry netting is good and has many uses, but it cannot be stretched without pulling together in the middle, hence top and bottom rails are necessary and the posts must be close together.

Like all fences the heavier the wire the longer it will last, so we recommend the heavier styles; but for many purposes, like protecting a young orchard or vineyard where a cheap fence is good enough, the No. 20 will do the work effectively and is less expensive when erected than any other fence or netting with the same size of mesh.

For permanent poultry yards the heavier styles are better and cheaper, life of fence considered.

In all weights and styles the horizontal wires are two inches apart. The size of mesh is governed by the spacing of the mesh wires. Every style has a cabled selvage both top and bottom.

### AMERICAN STEEL & WIRE COMPANY United States Steel Products Company

SELLING AGENTS

Sau Francisco

Los Angeles

Portland

Seattle

Awarded the Grand Prize at the Panama-Pacific Exposition.



# GOODELL PRATT 1500 GOOD TOOLS

## NON-BREAKABLE—It's All Steel



## CAST IRON SOIL PIPE

SHORT TALKS

### "Cast to Last"

The earliest iron pipe—cast iron after centuries of service is today "as good as new" because It was 'CAST.'

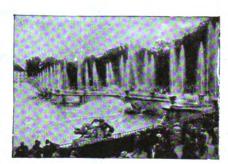
CAST IRON SOIL PIPE in house drainage has an unequaled record for sanitation, economy and permanent service.

in all house drainage, the pipe that lasts longer than the building is CAST IRON SOIL PIPE.



House Sewers, House Drains; Soll Lines; Vents, Wastes and Leader Lines

Charlotte Fipe & Foundry Co. Birmingham, Ala.
Crown Pipe & Foundry Co. Birmingham, Ala.
Crown Pipe & Foundry Co. Jackson, Ohio
Gadsden Pipe Co. Gadsden, Ala.
Haines, Jones & Cadbury Co. Philadelphia, Pa.
Johnson Co., J. D. New York, N. Y.
Krupp Foundry Co. Lansdale, Pa.
Medina Foundry Co. Medina, N. Y.
National Foundry Co. Attalla, Ala.



Famous Fountains of Neptune at Parc du Palais de Versailles, France; installed in 1665, during the reign of Louis XIV.

All the lines consist of Cast Iron Pipe.

Reading Foundry & Supply Co... Reading, Pa. Salem Brass & Iron Mfg. Co... Salem, N. J. Sanitary Co. of America.... Linfield, Pa. Somerville Iron Works... New York, N. Y. Standard Foundry Co.... Anniston, Ala. Superior Mfg. Co... Bessemer, Ala. Union Foundry Co... Anniston, Ala. Weiskittel & Son Co., A... Baltimore, Md. Wetter Mfg. Co., H... Memphis, Tenn. Abendroth Brothers... Port Chester, N. Y. Alabama Pipe & Foundry Co... Anniston, Ala. American Enameling Mfg. Corp......... New York, N. Y. American Foundry & Pipe Co. Penns Sta., Pa. Anniston Foundry Co... Anniston, Ala. Bessemer Soil Pipe Co... Bessemer, Ala.

ISE SOIL PIPE WHERE SOIL PIPE SHOULD

ASK any one—or all of the above independent and competing makers of cast fron soil pipe for specifications and illustrated literature

WORT TALK No. 6—"Eventuelly Why Not in The Beginning?":



## A Case of Profit

## This Carborundum Sharpening Stone Display Case

A golden oak case, twenty-four inches high, eighteen inches wide, twelve inches deep—well made, convenient, durable, with a glass covered display panel in the door—an ideal case with roomy shelves for carrying a stock and for attractively displaying

## Carborundum Sharpening Stones

This case is free to you and every other hardware dealer. Just write and ask for information on assortment case No. 7. There is a Carborundum stone for every one of your customers who uses an edge tool. Let us help you sell them.—Let us send you our window displays, booklets, circulars, etc.

The Carborundum Company
Niagara Falls, N. Y.



## Prepare now for a big fall business

The merchant who supplies the needs of the community and who gives quick service at a fair profit is "doing his bit."

He is serving the public interest and is entitled to the patriotic support of those who do the buying.

An electric National Cash Register and the new N. C. R. Credit File give the retail merchant a complete storekeeping system to meet war-time conditions. This system—

- (1) enables the merchant to give quick service.
- (2) protects him against the mistakes of inexperienced clerks taking the place of those who have gone to the front.
- (3) forces his new clerks to be accurate, and enables them to start right.
- (4) gives the merchant an accurate record of every transaction, cash or charge.
- (5) protects his customers.
- (6) gives a receipt or sales-slip which says "Thank you" to every customer.



Adaptable to all kinds of retail stores and to the service of the people of all nations

Old cash registers repaired, bought, sold, rebuilt and taken in exchange for new registers.

Dept. 137	National Cash Register Co., Dayton, Ohio
Please se National Ca	end me full particulars of the up-to-date sh Register and the new N. C. R. Credit File
Address	
Business	

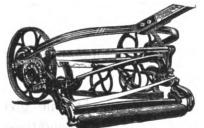
Merchants: install this up-to-date N. C. R. System at once and share in the present prosperity



### ONLY THE GENUINE

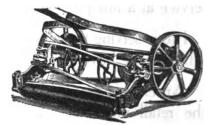
Lawn Mowers
Vanadium Crucible Steel Blades

The master alloy and toughest steel known. Originators of the first side wheel Lawn Mower in 1869. Nearly a half century doing ONE THING WELL, Bearings bored with rifle barrel accuracy.



Style "A' and "Graham" All-Steel Vanadium Crucible Steel Blades Practically Indestructible

## What's in a Name?



Style ''E'' Removable Box Caps

Only what past history and performance make it.

The "PHILADELPHIA" Lawn Mowers we have been building for nearly a HALF CENTURY

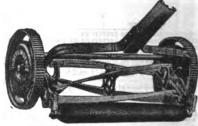
are today, as in the past, the standard of excellence by which other makes are measured.



Style "K"—5 Blades—Plain, or Roller Bearings Philadelphia Roller Bearings possess many advantages over old-style ball bearings



Case and cage of Roller Bearings made of casehardened steel, used on Styles "K," "Independence," "Overbrook"



We guarantee every mower we make.

"Independence and Overbrook"
Roller Bearing

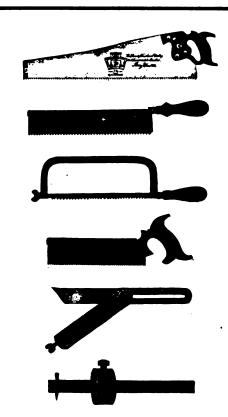
### Send for Catalogue

22 Styles Hand—6 Horse and 3 Motor Mowers to meet all requirements

### The PHILADELPHIA LAWN MOWER CO.

31st and Chestnut Streets, Philadelphia, Pa., U. S. A.

HAVEN & HAVEN, 508 Mission Street, San Francisco, California, San Francisco Sales Agents



### **HOW ABOUT THE Handy-Man-About-the-House**"

Almost every home can use and really needs tools of some kind and this is a field which many dealers neglect to cultivate. But in many of these homes are potential amateur mechanics who would, if assisted and encouraged, develop into regular purchasers of not only a variety of tools, but also other hardware. Almost every man has some mechanical ability and we all like to see the results of our own skill. All that lots of them need is a start. Cultivate this field.

Encourage the "home-mechanic" in your newspaper advertising and window displays. Show good samples of home-made cabinet work. Suggest it in various ways that your local conditions offer and you will have opened up a field of large possibilities.

Sell them only high-grade tools. Enquire what kind

Sell them only high-grade tools. Enquire what kind of work they intend doing and give them the particular style suitable for that work. Many a customer has been lost because a clerk was not sufficiently interested in the customer's needs. For instance, no better saw is made than the DISSTON, but a 6-point hand saw is not suitable for cabinet work in hard wood. The amateur is consequently discouraged at the outset. See that he has the right quality and type of tools at the start and his enthusiasm will bring him back to add to his kit and equipment as his skill and requirements expand.

A fine foundation is a set of

### DISSTON SAWS

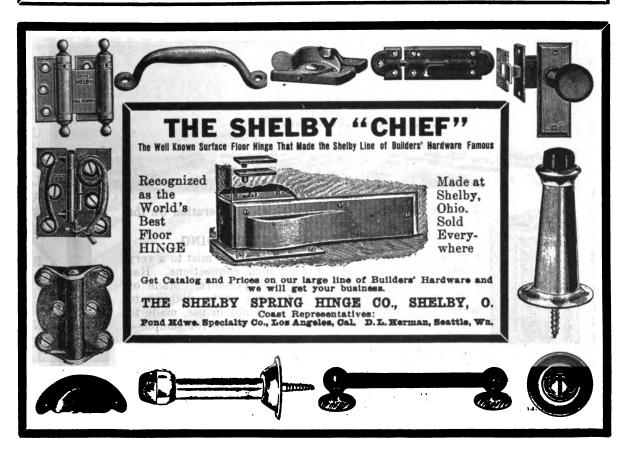
Other Disston Tools are of the same high standard.

### **HENRY DISSTON & SONS. Inc.**

**PHILADELPHIA** 



U. S. A.





## Sell Saws That are Mechanically Right

That is the way to satisfy your customers. They want saws that cut right, that hold their cutting edge, that are made of high grade steel. While the carpenter is today not so much interested in finish, he still likes to have a good looking saw and surely there is no other which compares with the Simonds in finish.

There is none which excels it in quality. It leads them all in profit to Dealer and value to Customer. Send for catalog and terms.

### Simonds Manufacturing Company

"The Saw Makers"

Portland, Oregon San Francisco, California Seattle, Washington Vancouver, B. C.



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Pop Up—Automatic Lawn Sprinkler In Operation On the Grounds of the

### UTAH STATE CAPITOL BUILDING

Can be regulated for any spray from a fine mist to a very coarse stream. Made for half inch connections. Has 25'-0" distribution with 75 pounds pressure. Made of non-corosive metals. Has but three parts, nothing to wear out. Flush with ground when not in use, made to cover one half circle or full circle. Write for sample—booklet and prices. For Sale by

W. D. ALLEN MFG. CO., Chicago, Ill. PITTSBURG VALVE & FITTING CO., Barberton, Ohio.

AUTOMATIC LAWN SPRINKLER CO. Salt Lake City, Utah



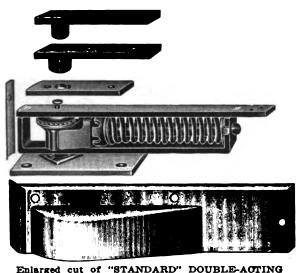
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Enlarged cut of "STANDARD" DOUBLE-ACTING SPRING FLOOR HINGE, showing Side and End Plates and Top Pivot.

THE ADDED DURABILITY OF

## "Standard" Floor Hinges

has been fully proven by the most severe tests as well as years of actual experience of the dealer and user.

In offering you our line, we are offering the largest line of FLOOR HINGES known—"STANDARD."

All of our products are built of high grade material and by skilled mechanics devoting their entire time to the development and manufacture of the "STANDARD" line of Floor Hinges.

You can select from the "STAND-ARD" line any type of a FLOOR HINGE you wish-







"STANDARD" CHECKING FLOOR HINGE, for either single-acting or double-acting doors.

### DOUBLE-ACTING SUBFACE PLOOD HINGRS,—DOUBLE-ACTING CHECKING PLOOD HINGRS,—SINGLE-ACTING CHECKING PLOOD HINGRS.

Six different types—in different sizes of each.

We are the only exclusive FLOOR HINGE manufacturers in America and manufacture the largest line known.

Write for information and prices on the only complete line.

THE STANDARD MFG. CO., Shelby, Ohio, U.S. A.





## Clover Leaf Manila Rope



Demand for first-class Manila Cordage has never been better than at present. To supply the many new ships being built on the Pacific Coast is drawing heavily upon stocks. CLOVER LEAF MANILA meets the requirements splendidly and builders need have no hesitancy in fitting out vessels with this brand.

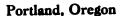
This increasing demand for Clover Leaf Rope is the best evidence of its superiority. Dealers in rope are assured that stocks can be well maintained as prices will not reduce for some time to come, and then gradually.

This company is now making and supplying Tarred Marline, Ratline, Hambroline, Rounding, Spun Yarn, Seizing and Hemp Cordage.



Handled by jobbers or can be had direct from

### The PORTLAND CORDAGE CO.





Insist

UPON

THESE

**BRANDS** 



## GARDEN HOSE

THE
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OF
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QUALITY







WRITE FOR CATALOGUE AND PRICES

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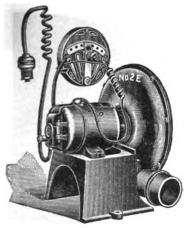
R. H. PEASE, Prest. J. A. SHEPPARD, Vice-Prest. H. R. PEASE, JR., Treas. C. F. RUNYON, Secy. Nos. 587, 589, 591 Market and Second Sts.

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No. 2-E Blower.

BAKER & HAMILTON SPOTSWOOD-HELFER CO.

San Francisco, Cal.

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## Forges—Blowers—Drills

Designed Right — Built Right Strong — Durable — Efficient

The largest line of blacksmith forges, drills and blowers manufactured by any one company. A style for every service.

Our General Catalog No. 179-37 illustrates and describes the complete "Buffalo" line of hand and power operated machines. Mailed on request.

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Western Representative, Harrold English, 823 Higgins Bldg., Los Angeles, Cal.

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Los Angeles, Cal.

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MARSHALL-WELLS HARDWARE CO. Spokane and Portland



A Stream, a Farmer, a Ram and a Sale That's the winning combination. Wherever there's a spring or stream with moderate fall, a Goulds Hydraulic Ram provides the ideal equipment. Requires no expense, labor or attention. Runs continuously day and night, winter and summer. Goulds Rams are equipped with impetus valve of improved design which gives increased efficiency and dependability. Strongly built throughout and scientifically proportioned. Look up the farmers in your territory that have running water at hand. They'll be interested in Goulds Hydraulic Rams. OULDS PUMP are made in nearly 400 styles and sizes, operated by hand and power. Everyone guaranteed to perform satisfactorily the work for which recommended. Backed by 69 years' pump-making experience and nationally advertised to over 4,000,000 farmers—many, no doubt, in your territory.

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THE GOULDS MFG. CO. Main Office and Works: Seneca Falls, N. Y. Branches: Chicago New York Philadelphia Pittsburgh Houston Atlanta

D. L. HERMAN, 214 Maritime Bldg., Seattle. Wash., Northwest Pacific Agent. New Discount Sheet in Effect August 1st.



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## of Every COLUMBIAN

Product

**COLUMBIAN ROPE COMPANY** 

Auburn, "The Cordage City," New York

## PORTER'S **New Easy Bolt Clippers**



Are you handling the

### 10-in. and 14-in. O.K. Cutters?

If not, my Pacific Coast representatives will tell you why you should.

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## The "PONY"

Is the very best Hand Machine that money can buy, for setting Tubular or Bifurcated Rivets



IT'S GUARANTEED SOLD BY JOBBERS EVERYWHERE

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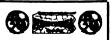
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Order your 1918 Lawn Mowers now.

Have them shipped now.

Then you'll have them when you need them.

Your jobber can serve you better now than he can later.



This trade mark is on the handles of:

- "Pennsylvania"
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  Catcher''
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There is bound to be a shortage of good lawn mowers next season.

Raw materials of all kinds are already scarce, with no assurance of further supplies.

You will be favoring us, your jobbers and yourself by-

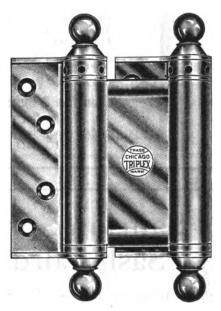
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## SPRING HINGES

# A SUGGESTION

AVE you a stock of Spring Hinges that have distinctive selling features which your salesmen can offer and which would make the prospective purchaser buy them and no other?



# Chicago "Triplox" Spring Butts

offer this advantage to you. The appearance, durability and finish of this article are unsurpassed, and in consideration of prices that are conservative in respect to value, the up-to-date dealer cannot afford to neglect this profitable business.

Send for Catalogue W-32. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company,

**CHICAGO** 



NEW YORK



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#### EVERYTHING IN HAMMERS



Here's a New One for Use in the Shipping Room

#### **Safety - First Nail Hammer**

These hammers have concentric milling on the face, a protection against slipping and breaking. Made in Bell or Plain

Face Pattern. Ask your jobber for this hammer.

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Mfg. Co. Makers of Fine Tools **CHICAGO** 

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Matchless Screw Drivers
Tempered Blade Runs Clear Through the Handle. Rubberoid Finished Handles.



Hercules Knife Handle Screw Driver Forged Steel Handle Plate, High Carbon Steel Tempered Blade, Hardwood Handle



Challenge Plain Handle Screw Driver Red Varnished Handle



| Full Tempered Blade | No. 32 | Mechanics' | ... 2 to 12 inches | No. 34 | Cabinet | ... 3½ to 12½ inches | No. 36 | Electricians' | ... 2½ to 12½ inches | No. 37 | ... 3-16x1½ inches | ... 3-16x1½

Write your Jobber for prices

C. W. GAUSE CO., Western Sales Agents 693 Mission Street San Francisco, Cal.

# Samson Spot Sash Cord

Extra quality, guaranteed free from all imperfections. Can be distinguished at a glance by the Colored Spots. Specified by architects and builders everywhere.

We manufacture braided cord in all sizes, colors and grades, for all purposes. Carried by all jobbers.

SASH CORD · CLOTHES LINES SOLID BRAIDED ROPE

SHADE CORD MASONS' LINES CHALK LINES

Send for catalogue and samples.

# Samson Cordage Works

Boston, Massachusetts



# **American** Cements

ASBESTOS FURNACE CEMENT will withstand more heat than iron, bakes as hard as the casting itself, and will not crack, shrink, crumble or fall out.

ELASTIC OIL ROOF CEMENT is a superior article in colors for bedding slate and tile roofs and repairing leaks in tin, metal, gravel and composition roofs. Especially adapted for pointing up around skylights and fire walls.

CARBON CEMENT, the peer of all lightweight cements, is made up of long asbestos fibre, and elastic, adhesive waterproof gums. The ideal cement for making an old roof new, using the old roof as a foundation.

T-CO is a waterproofing cement in colors, especially recommended for use on side walls exposed to heavy driving rains, preventing the water from permeating these walls.

Manufactured by

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# THE JAMES SWAN COMPANY

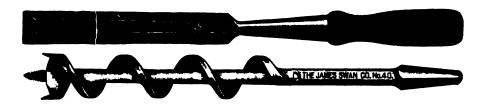
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Chisels **Draw Knives** 



Nail Sets **Gimlets** 



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NEW YORK OFFICE, 100 LAFAYETTE STREET

WE WERE AWARDED THE MEDAL OF HONOR ON MECHANICS' TOOLS AT THE PANAMA-PACIFIC EXPOSITION.

SOLD BY THOMSON-DIGGS COMPANY, SACRAMENTO, CAL.



# In the Jaws of a Pexto Stillson

Once in, there's no letting go. Wrought iron pipe and steel pipe flatten and burst at the seams first, when these sturdy PEXTO Wrenches get a good hold.

While these jaws of hardened steel are doing good work for your customers they are doing good work for you. Pexto service means more sales and greater profit.

When you have covered all the strong

talking points on quality in this member of the Pexto Tool Family you still have the "fine finish that backs up every point."

Pexto Stillson Pipe Wrenches are made to fit every size of pipe from 1/2 inch to 5 inches in diameter, with wood handles 6 to 14 inches and steel handles 6 to 48 inches long.

Write your Jobber for prices.

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Mfrs. Mechanics' Hand Tools, Tinsmiths' and Sheet Metal Workers' Tools and Machines, Builders' and General Hardware.

Southington, Conn.

Cleveland, Ohio

Address correspondence to 207 W. Center Street, Southington, Conn.



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Just as in any other commodity. Our Washers are made of the Best Material and with the utmost care. That's why the largest users of Washers prefer those of our make.

We also make

**Malleable Washers and Cast Iron Washers Wrought and Steel Plate Washers** 

of all descriptions. Round and Square, Plain or Galvanized.

**Annealed Rivet Burrs Fellow Plates Sheared and Punched Plates** 

PROMPT SELPMENTS

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Milwaukee, Wis.

Coast Representatives. EUGESON & MERTON, Inc. ancisco, Cal; Los Angeles, Cal; Portland, Ore.; Seattle, Wash.; Denver, Colo.

# ONLY DOUBLE ACTING SPRING BUTT HINGES



have the weight supporting bearings cor-rectly located to liberate the action of the action of the springs, redu-cing breakage and increasing spring power, preventing une-qual wear of the barrels, and giving practi-cally unlimited durability.



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The most durable hinge of its type; holds the door open when swung to 90 degrees. The springaction can be entirely released so door will swing free, without spring-action, by inserting a wire nail (when the door is open) into a hole provided in the side plates. The spring - action of the spring - action of the side plates.

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spring - ac-tion can be restored by withdrawing the nail.

BOMMER BROTHERS, Mírs., Brooklyn, N.Y.

# "Forstner" Brace and Machine Bits

For Fine Carpenter, Cabinet and Pattern Work



Specially Adapted for Hardwood Working

The Forstner Labor Saving August Bit, insulinke other bits, is guided by its Circular Rim instead of its center; consequently it will bore any arc of a circle and can be guided in any direction regardless of grain or knots leaving a true polished surface.

It is preferable and more expeditious than chisel, gouge, scroll-saw, or lathe tool combined, for coreboxes, fine and delicate patterns, veneers, screen work, scalloping, fancy scroll twist columns, newels, ribbon moulding and mortising, etc.

Manufactured by THE PROGRESSIVE MFG. CO., Dept. "A," Torrington, Conn. Write for Catalogue. Supplied in Sets. Inquire of your Mardware Dealers o write us direct.



BASY TO GET RID OF THE POCKET GOPHER WITH THE

O.K.GOPHER TRAP SURE TO CATCE & SURE TO HOLD

Manufactured by The Abingdon Trap Co.

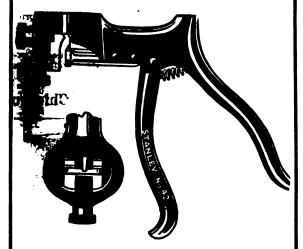
ABINGDON, ILLINOIS, U. S. A.

FOR SALE BY LEADING JOBBERS THROUGHOUT THE WEST

THE TRAP THAT TAKES THE GO OUT OF GOPHER



# Stanley Tools



# Stanley "Pistol Grip" Adjustable Saw Set No. 42

This Saw Set embodies several unique and important features not heretofore seen in tools of this description.

The shape of the body and handle enables the user to operate the tool with great ease and with the least possible exertion, and the saw is held firmly against the gauge while the tooth is being set.

It can be readily adjusted by means of the knurled thumb screw to give a greater or less set to the teeth of the saw, according as the saw is to be used for coarse or fine work. As the anvil or part against which the plunger works is graduated, the same adjustment can be easily obtained for duplicate work.

The tool is so designed that the saw teeth are in plain view, which enables the user to quickly adjust the tool to the tooth to be set.

The plunger and anvil are made of tool steel—hardened and tempered. All parts are carefully machined and are interchangeable.

The tool is given a fine black finish.

Packed one in a box.

Send for special circulars,

STANLEY RULE & LEVEL CO. New Britain, Conn. U.S.A.

# Remove Stock Rapidly and Smoothly



"The **DELTA** 

Is the only Line of Files from 3 to 24 inches that are made absolutely of

> CRUCIBLE STEEL"

This high quality material and our scientific hardening and tempering methods enable us to produce files of exceptional durability.

Delta Files are made in several shapes and sizes—there is a shape and size for your particular requirement.

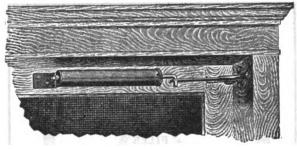
Use Delta Files in your shop—you will increase your output and greatly reduce your cost of filing.



DELTA

This trade mark safeguards the interests of thousands of file users everywhere. Always look for it.

DELTA FILE WORKS PHILADELPHIA, PA.



MADE BY

# SUPERIOR Screen Door Check

The only Check that has the jack-knife lever which allows the door to open clear up against the wall without strain on the Check.

It also has a positive plunger and automatic inlet valve for air.

The above features together with the low price makes it the best Check for user, dealer and jobber.

Quickly and easily attached by anyone.

If your jobber can not supply you, write us and we will give you the address of your nearest jobber who handles our Check.

#### SUPERIOR SPRING HINGE COMPANY, 136 West Lake Street, Chicago



## **Revolving Bolt and Screw Cases**

Dealers in Hardware, Auto Supplies, etc., find that time and space are saved by using the Revolving Cases for keeping loose Bolts, Screws and Auto Accessories. Everything is kept right at the clerks' fingers' end. Catalog sent on application. All jobbers handle these cases.

American Bolt & Screw Case Co., Dayton, O.



# **ATLAS**

#### 10 Cent Fly Swatter

This swatter has an extra long handle—10 inches. It is very neatly and securely bound with soft green felt—cannot mar the finest furniture. Especially adapted for parlor or drawing room use. We have made it extra strong and flexible—will outlast any now on the market.

Our 5 cent swatter is the best ever sold for a nickel. It has a triangular fold, permitting the insertion of your ad. if you desire.

Now is the time to place stock orders. We'll gladly quote prices and terms.

Atlas Mfg. Co.

HUGHSON & MERTON

Pacific Coast Agents
San Francisco Los Angeles
and Portland, Oregon



For Sale by all First-Class Hardware Distributors

# World's Best Tubular Track

Barn, Factory and Warehouse Door Hanger

Frame is made of best grade malleable iron.
Supplementary wheel undermeath the track prevents derailment.

The wide bearing of the wheel distributes the weight and makes it the Easiest Bunning Hanger en the Market.

Finished in fine aluminum bronze and packed one pair in box complete with bolts; one-half dozen pairs in a case.

Our Track has the Slidable Bracket, the feature that has made the World's Best Hangers so popular with the Building Trade. Ask your jobber or write us.

SAFETY DOOR HANGER CO.

Ashland, Ohio, U. S. A.

C. M. & P. W. JONAS, Bialto Bldg., San Francisco, Cal., and Equitable Savings Bank Bldg., Les Angeles, Western Representatives.



"Highest Award (Medal of Honor) for FILES and RASPS, Panama-Pacific International Exposition, San Francoisco."

# Make Your Store A Sharpening Depot

for safety razor blades. scissors, shears, carving, bread and kitchen knives, and small edge tools. During these "War Times" people are economizing in having old cutlery resharpened and repaired. A

#### HATFIELD COMPLETE SHARPENING **MACHINE**

will, therefore, pay for itself in a very short time. Many dealers are averaging from \$8 to

\$12 per day sharpening safety razor blades with this machine. It sharpens all makes of safety blades and sharpens 12 blades at once in 5 minutes time. Jack Razors, Barber Clips, Scissors, Shears, Knives, etc. We can tell you how to make money with a Hatfield.

HYFIELD MFG. COMPANY 21 Walker Street

# LEBANON

# A Different Bit—A Bit Different



The Lebanon Bits are different-different in such practical, common-sense, valuemaking ways, that their differences strongly recommend them to experienced dealers and buyers.

They are designed in a different way. With the famous "Z" twist and keencutting edges, Lebanon Bits sever the wood like a sharp chisel and bring out the chips without heating.

Lebanon Bits bore from 40 to 60 per cent further with the same number of turns than any other bit on the market, and leave clean, chipless holes behind them.

Dealers and jobbers will find the Lebanon bit, backed by strong sales policy, an exceedingly attractive proposition. Write

# The Lebanon Machine Company

Lebanon, New Hampshire



San Francisco: DUNHAM, CARRIGAN & HAYDEN CO.



Salt Lake City: E. C. COFFIN CO. 303 Atlas Bldg.



## STANLEY G. FLAGG & CO., Philadelphia

ANNOUNCE THROUGH THEIR PACIFIC COAST AGENTS



W. H. GILBERT SALES CO., 918 Hearst Bldg., San Francisco, Cal.



Large Saving in Freights on Their Light Weights

Maileable Iron Pipe Fittings :: Casing Fittings :: Piece Goods

WRITE FOR CATALOGUE

# "KATZ" Surface Floor Hinges

Are slow acting, with a positive holdback feature. when opened to 90°; will INSURE AGAINST ACCIDENT at closing of door. "KATZ" represents Quality,

Durability and Design.



A BETTER HINGE with A BETTER PROFIT. Our Catalogue tells the rest.—Write for it to-day.

Main Office-Protory LAWSON MFG. CO.

Branch Office

# "Easy Emptying" Grass Catchers

"Favorably known the world over now made with

Re-Inforced **Non-Slipping Bottom** 

Rigid Light Durable

Many exclusive patented features and strong selling points explained in Catalog No. 14.

Write for it



Some of Our Pacific Coast Jobbers California Edw. Co. Pacific Edw. & Steel Co. Pailing-McCalman Co. The Schaw-Batcher Co. Ecnsyman Edw. Co. Schwabacher Edw. Co. Ecliey-Mason Edw. Co. Schwabacher Edw. Co. Marchall-Wells Edw. The Thomson-Diggs

Dunham, Carrigan & Mayden Co.

The Specialty Mfg. Co. St. Paul, Minn., U. S. A.



ARE KNOWN ALL OVER THE UNITED STATES

They are Standard, Well Finished, Well Packed and Sharp Threads

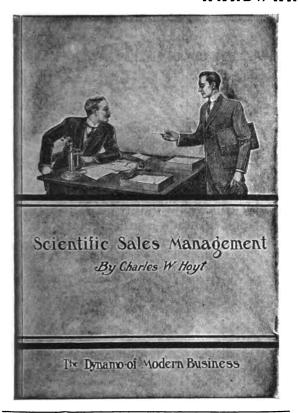
TRY US WITH YOUR NEXT ORDER

Parker Wire Goods Co.

Worcester, Mass.







# If You Employ or Direct Salesmen, You Need this Book. RESULT OF TWENTY THAN EXPERIENCE

Mr. Hoyt, the author of "Scientific Sales Management," has had an unusually broad and successful experience in every phase of selling work. Immediately after graduation from Yale University, he went on the road selling goods. In a few years he entered the employ and soon became a sales manager for one of the five largest and most successful corporations in America—a concern whose selling efficiency is the envy of every business man who has any dealings with them.

#### Not a Treatise on Selling or a Text-Book for Salesmen, but a Guide to Management

This book contains 204 pages, size 6x9 inches, liberally illustrated throughout and having eight special colored inserts; printed on white antique book paper in a new, clear face of old-style type; bound in high-grade black cloth, richly stamped with gold.

PRICE, \$2.50
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Phelan Building San Francisco 204-206 Scott Bldg. Salt Lake City, Utal



# Why You Should Sell The PITTSBURGH Door Hanger

Sliding doors which balk, stick and jump the track—barn doors which blow down in heavy storms—hangers and track which quickly rust and break—which freeze up in winter and refuse to budge—these have been sources of nuisance for years.

With the PITTSBURGH Door Hangers and Track none of these things can happen. They put an end to sliding door trouble. And the easy-running hanger is the easy-selling hanger.

# Bringing the Farmers Into Your Store

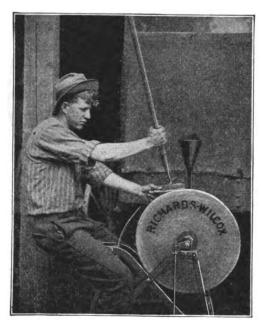
Our advertising in the leading farm papers is teaching thousands of farmers every week the advantages of having their sliding doors hung with the Pittsburgh Door Hanger and Track. In order that McKinney dealers may make the most of this advertising we have prepared a number of sales helps consisting of store signs, counter cards, attractive folders and a series of electrotyped advertisements for use in local newspapers.

NOW, when farmers and dairymen are getting ready for the storms of winter, is just the time to call their attention to this strong, dependable door equipment. Write for folder giving full explanation of our dealer proposition. There's business to be had—let's get together and get it.

#### McKINNEY MFG. CO.

Makers of Hardware PITTSBURGH, PENNA.

### R-W GRINDSTONES WON'T COME BACK THE CUSTOMER WHO BUYS THEM WILL



The R-W Grindstone line includes stones of assorted grits in fifteen stock styles of front treadle and power grindstones; also a complete line of loose grindstones and separate grindstone fixtures. Each stone is made from selected Berea grit.

> Write for illustrated folder "Pointers for Grindstone Buyers" and prices. Sent without obligation.

# Richards Wilcox Manufacturing [o

Aurora, Illinois, USA. Richards-Wilcox Canadian Co.Ltd.Landon.Ont. "A hanger for any door that allde

## GARDENS — GARDENS — GARDENS

Never—were there so many people engaged in Gardening.

Increased production, is our Country's cry.
"NORCROSS" GARDEN CULTIVATOR-HOES
AND WEEDERS are playing an important part
in this Nation-wide movement. They are favorite
tools; but—the demand almost exceeds the possible supply.

DEALERS: Don't delay your orders.

Jobbers are buying heavily, that you may be supplied. Early buying may pay you big divi-

Remember the name-"NORCROSS."

C. S. NORCROSS & SONS Manufacturers BUSHNELL, ILL., U. S. A.



# Sell the Coleman "Quick-Lite"

This newest Coleman Lamp is the best seller yet. So simple, economical and safe, that customers buy quickly. Every sale means a liberal profit to you.

#### WITH A MATCH LIGHTS

The Coleman "Quick-Lite" is the most wonderful lamp to handle. No torch needed. Lights with ordinary matches like any plain kerosene lamp. Makes and burns its own gas from common gasoline or kerosene. Gives a brilliant, steady light of 800 candle power without glare or flicker—more light than 20 old style oil lamps. Can't explode. No danger if tipped over. Very ornamental and comes in variety of styles.

Dealers wanted in all parts of the country. Write at once for catalog 36 and agency proposition. Address nearest office.

THE COLEMAN LAMP COMPANY
Wichita, Kans., St. Paul, Minn., Toledo, Ohio, Dallas, Texas, Chicago, Ill.

# Auto-Wheel oadster

Just Invented and Patented

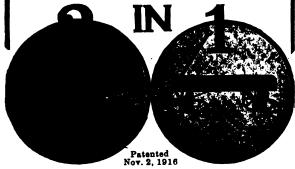
Here's a worthy partner for the famous Auto-Wheel Coaster. It's two wagons in one—a Coaster and a Roadster. Turn up the sides and it's a real Roadster-turn them back and it's a regular Coaster. Every boy who sees one of these wonderful wagons is going to want one, and what's more, every boy is going to be looking for the dealer in his neighborhood who sells them because a big advertising campaign is now starting, telling hundreds of thousands of boys about this two-in-one proposition.

We refer inquiries from our advertising direct to dealers. Are you on the list?

Write us today for full particulars.

#### **BUFFALO SLED COMPANY**

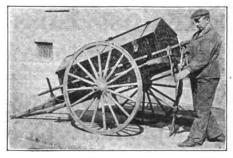
North Tonawanda Pactories: North Tonawanda, N. Y., and Preston, Ont. New York Office: 108 Chambers Street.
Pacific Coast Representatives: Pacific Sales Co., San
Francisco; D. L. Herman, 214 Maritime Bldg., Seattle.



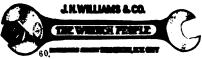
## Our Vise Campaign Is On!

Your Local Gas Company Will Soon Buy Williams'

# VULCAN" Chain Pipe Vises



LL the principal national gas journals will now emphasize the exceptional value of "VULCANS" in gas line installations. The message brings opportunity to all dealers who will follow the trail that many of America's leading gas companies have blazed before them.



WESTERN OFFICE AND WAREHOUSE: 40 SOUTH CLINTON STREET, CHICAGO, HALINOIS

AN UNEOUALED ASSORTMENT FOR HARDWARE STOCK







In every race there's a "CHALLENGE"

a "RIVAL"

and a "BANNER"

AND WITH THESE LINES ON HAND YOU CAN LAND EVERY PROSPECT TAPES, BOXWOOD and SPRING JOINT RULES

Stand on Records of PERFORMANCE as well as THE UFKIN PULE CO.

a GUARANTEE
Stocked by Your Jobber

186 Lafayette St., N. Y. Send for Catalogue

FOR GARAGES, SHOPS AND FACTORIES.—A simple, practical, efficient hoisting and earrying device for handling heavy objects. Will pay for itself many times over in any garage, shop, factory or store where heavy objects must be handled. With this outfit one man can handle any object weighing up to 700 lbs. Two or three men can move a ton. Outfit consists of the Wagner Self-Cleaning Track, roller-bearing tandem carrier and centre pull triple sheave hoist. Write for prices. Also ask for the Wagner 96 page catalog of Barn Door Hangers, Trolley Tracks, Studding Sockets, Hardware Specialties, Sleds and Non-Tipping Coaster Wagons. WAGNER MFG. CO., DEPT. C. CEDAE PALLS, IOWA.



# YOU MR. WANT

Insurance that Protects You Against Loss and at the same time as Low as Insurance can Safely be written

The Washington Hardware & Implement Dealer's Mutual Fire Insurance Association, of Spokane, Washington, is conducted by hardware and implement dealers for their sole benefit and protection

# You Can't Afford to Experiment

with methods and plans and theories that may be considered all right today and tomorrow may change

Look at this Record of Premiums Returned by us:

Dividends paid: 1907, 25 per cent; 1908, 33 1-3 per cent; 1909, 33 1-3 per cent; 1910, 33 1-3 per cent; 1911, 33 1-3 per cent; 1912, 35 per cent; 1913, 35 per cent. Thirty-five per cent of premiums on policies expiring during the present year is to be returned to the policy holders.

Can give you a list of thousands of satisfied policy holders.

Insures Store Buildings, Stocks, Dwellings and Household Goods belonging to Hardware or Implement Dealers who are members of their State Association. Profits returned to Policy Holders in dividends selected Class of Risks. Equitable Adjustment and Prompt Payment of Claims

E. E. LUCAS, Secretary

Hutton Building

Spokane, Washington

# 5 Great Rifle Victories

Were won in the 1917 Indoor Matches, conducted under the auspices of the National Rifle Association, by users of

# Peters .22 Cal. Cartridges

CIVILIAN CLUB COMPETITION—Championship won by Peters R. & R. Club Team, of King's Mills, Ohio, 9,925 out of a possible 10,000

COLLEGE COMPETITION—Championship won by Michigan Agricultural College Team, 9,638 out of a possible 10,000

HIGH SCHOOL COMPETITION—Championship won by Iowa City, Iowa, High School Team, 9,517 out of a possible 10,000

HIGHEST INDIVIDUAL RECORD—Made by T. K. Lee, of Birmingham Athletic Club Team, 1,999 out of a possible 2,000

ASTOR CUP CHAMPIONSHIP—Won by Iowa City, Iowa, High School Team, 980 out of a possible 1,000

These decisive wins, with the World's Record of 4,599 out of 4,600 points, made in 1915 and still held by T. K. Lee, clearly indicate that even in the hands of expert marksmen 

Ammunition will make higher scores than any other kind.

## The Peters Cartridge Company, Cincinnati, Ohio

BRANCHES: New York, San Francisco, New Orleans
Pacific Coast Branch: 585-587 Moward Street, San Francisco
Marshall-Wells Mardware Co., Portland-Spokans, Duluth, Winnipeg-Edmonton
Elibbard, Spencer, Bartlett & Co., Chicago, Ill.
Butler & Britain, Inc., San Francisco

# THE THOMPSON PEERLESS LAWN SPRINKLER



#### Brass Lined

All that the name implies and meeting the insistent demand for a MEDIUM PRICED SPRINKLER THAT WILL NOT TURN OVER when being moved about at the end of the hose. The eight inch base made of No. 6 galvanized wire and molded in the sprinkler body insures the sprinkler always remaining in the proper position.

A perfect die-casting, made of pure zinc, with brass lining and machine cut threads.

No. 120.

Threaded for three-quarter inch Standard hose couplings.

Manufactured by
Thompson Mfg. Co.
th Street & Santa Pe Avenue
LOS AMGELES, CAL.

FOR SALE BY JOBBERS

# JOHN A. ROEBLING'S SONS CO

Manufacturers of

# WIRE AND INSULATED WIRE WIRE ROPE Galvaning Meeting

44 TIPES 100

Telephone Main \$6 Galvanised Hetting Wire Cloth Glass & Percelain Insulators Halls and Barb Wire Brackets, Pins, Ste. Wire Rope, Tittings Expended Metal & Wire Leibs

82 Fourth Street, PORTLAND, OREGON SAN FRANCISCO, CAL. LOS ANGELES, CAL.

## WHY NOT SEEDS

You handle a full line of Garden Tools and accessories.

Why not the "Makins" Garden Seeds!

We furnish them in packets, including a neat display case in which they sell themselves; also in bulk—and don't forget Onion Sets and Grass Seed.

Write us regarding this profitable line, for terms and prices.

Aggeler & Musser Seed Company Los Angeles, California

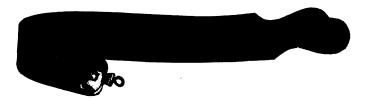


# Pike Line

#### PIKE INDIA OIL STONES

Fast Cutting, the Best all around Stone for general Mechanics. Made in all shapes.





# STROPS and HONES Pike India Razor Strops and Hones

We manufacture the best line Razor Strops on the market. Pike Swaty Razor Hone known the world over.

A Full Line in San Francisco Warehouse

Pike Manufacturing Co., Pike, New Hampshire

A. W. PIKB & CO., Agents, 711 Mission Street, San Francisco

# **QUALITY**, plus **SERVICE**, equals **SATISFACTION**



Made in three sizes: 10, 14 and 22 Qt.

In offering you our line of goods, we are offering you QUALITY and SERVICE, and complete Satisfaction comes only in the selection of goods that have stood the test of time. In stocking our goods, you get this SATISFACTION.

Our EAGLE MOP WRINGERS and BUCKETS COM-

BINED, and SUPERIOR FOLDING WASH BENCHES have the reputation of never failing to satisfy. You will find these two lines, quick sellers and big profit producers.

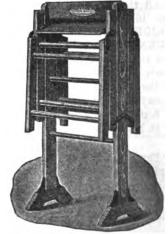
Our products are built of high grade material and are guaranteed

against all defects. The increasing demand for these goods is conclusive evidence that they are the Standard of Comparison, the Highest point of Mechanical Skill, and the Acme of Perfection.

# THE EAGLE WOODENWARE MFG. CO.

Manufacturers,

Hamilton, Ohio - U.S.A.



Will hold a 10, 11 or 12 ind clothes wringer.



On the battle-field in the preservation of law and orderthe protection of home and countrywhenever and wherever armies or individuals have had to enforce right with might—COLT'S FIREARMS have been creating, building and maintaining areputation for merit, efficiency and reliability, that has resulted in a position of unquestioned superiority.

(1836-1917)

Pacific Coast Representative Phil. B. Bekeart Co. San Francisco

Colt's Patent Fire Arms Mfg. Co., Hartford, Conn., U. S. A.

# EGGS and POULTRY are HIGH PRICED



Why not offer your people the kind of incubator and brooder they want? Most people are acquainted with the Old Trusty incubator and brooder. They are used in every poultry locality and are the most advertised incubator and brooder manufactured. Let us send you prices, terms, etc. Catalog free on request. An early start means bigger success. Poultry raising customers, who use Old Trusty, run fewer accounts and pay oftener. Sell two or three Old Trustys to one or none of other kinds.

M. M. JOHNSON CO.

Clay Center, Nebraska

# **BURNT IVORY BRAND <sup>9</sup>**

#### **Second Growth Hickory Handels**

Special attention given orders for hand made Axe,
Pick, Sledge and
Hammer Handles.

IVORY HANDLE COMPANY,

Hope, Arkansas



# WHITON HARDWARE CO.

- SEATTLE -

# Wholesale Hardware

**ANNOUNCE** 

# CATALOG NO. 12

A very complete condensed volume,  $9\frac{1}{2} \times 11\frac{3}{8}$  in size and 2 in. in thickness. A Handy Book for Ready Reference.

# Now Ready for Distribution

**ALSO** 

# Departmental Catalogs

**AS FOLLOWS** 

No. 6	•	•	. House Furnishing Goods
No. 9	•	•	Sporting Goods
No. 10	) .	•	Builders' Hardware
No. 11	l .	•	. Tools, Heavy Hardware
			., and Automobile Supplies

# WE HAVE IT

#### HONEYMAN HARDWARE CO.

Minth and Hoyt Fourth and Alder PORTLAND, OREGON

White Mountain Refrigerators 'The Chest with a Chill in It''

The Preferred Favorite among thrifty Housewives "In Over a Million Homes"

#### —GARDEN HOSE—

Perfection Dangler & Quick Meal Oil Stoves

Auto-Vacuum Ice Cream Freezers

White Mountain Ice Cream Freezers

Domestic Science Fireless Cook Stoves

"Jupiter" Lawn Sprinklers
A Real Rainmaker that will Thoroly
Sprinkle a Tract of Ground from
40 to 80 feet in Diameter.

#### FINE FISHING TACKLE

Dux-Bak, Camp-It and Alladin Outing Clothing



Dupont, Ballistite or Schultze Powders are known EVERYWHERE,they sell at sight. Shooters know Du Pont Powders are right. name Dupont, Ballistite or Schultse

#### On the Top Shot Wad

or on the box label is a guarantee of powder superiority.

Du Pont Sporting Powders are widely advertised, sell quickly and always satisfy the most critical customer.

Specify Dupont, Ballistite or Schultze Smokeless, and Du Pont Black Sporting,—the powders which sell at sight.

#### E. I. du Pont de Nemours & Co.

Powder Makers Since 1802

WILM INGTON

DBLAWARB

With Radium Dial and Hands

The Popular One-day Intermittent Alarm Clock

The Radium Dial for night use and the Intermittent Alarm features make a combination of usefulness which will appeal to anyone requiring an alarm clock. The radium material used on the dial and the hands is of the highest quality, and guaranteed to last several years.



The clock is only 31/4 inches high and has a 2-inch dial. Alarms intermittently in 20-second intervals for five minutes.

The daintiest and most useful clock on the market. Just right to "slip in the grip."

#### IORGAN & ALLEN CO.

150 Post Street San Francisco, California

#### GRIPTITE

THE NEW PREPARATION

#### FOR SLIPPERY GOLF GRIPS

Re-Viscolizes the Leather

RECOMMENDED

by all good golfers and professionals. FIVE drops does the work. Nothing like it ever offered before. Retails for 35 cts. per tube. Write for sample and jobbers' discounts.

THE GRIPTITE COMPANY

1718 No. American Building - Chicago, Illinois

# HARDWARE AGENTS WANTED



PUGH COMPAN rancisco, Cal. Coast



We manufacture everything from dependable hand fire extinguishers to large chemical engines and chemical tanks for fire department service. There's good profit in being our agent. We carry the stock. Write us for catalog and special hardware discounts. Manufacturers of Fire Apparatus. O. J. CHILDS CO., Utica, N. Y.

#### JENSEN-KING-BYRD CO.

Spokane, Washington

# HARDWARE JOBBERS

UNIVERSAL RANGES
CONGRESS AUTO TIRES

GUNS, AMMUNITION, FISHING TACKLE

## A. M. Holter Hardware Company

**Established 1867** 

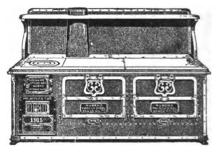
HBLBNA, MONTANA

WHOLESALB

# Hardwaro, Sporting Goods

Ammunition
Blacksmiths' Supplies
Pipe
and Fittings

Mill and Mine Supplies



# Spokane Stove & Furnace Repair Works, Inc.

Manufacturers and Jobbers of Bubens and Empire French Wrought Steel Portable Ranges for Hotels and Restaurants

Send us all your orders for Firebacks, Grates, Centers, Covers, Waterfronts, Dampers, Knobs, Stove Putty and Stove Polish.

Complete Line Always in Stock Jobbers and wholesalers of repairs. We make prompt shipments.

912-914 First Ave., Spokane, Washington
Phone Main 1790

Send for our order blanks



#### Say Mr. Dealer

Did you know wo manufacture Gas Heaters and Grates?

Why buy in the East, we can give you better service, a better heater and the profit will suit you.

We sure would like to have you ask us about our goods.

Minier Gas Heater Company 1928 Mission St.





#### Wo Manufacture

Mason's, Electrician's, Plumber's Tool Bags. Automobile, Auger Bit. Punch and Chisel Rolls, Chal Bags, Horse's Feed Bags, Couch Hammock, Carpenter's Aprons, Grass Catchers and other Specialties.

Send for Catalogue

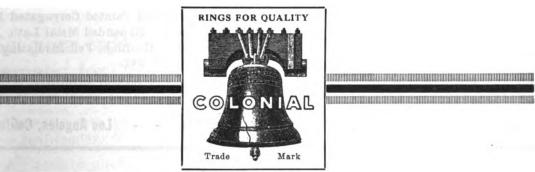
EXCELSIOR BAG & MFG. CO., Inc.

TROY, N.Y.

#### PIONEER HARDWARE DEALERS OF THE STATE OF WASHINGTON

FORTY-NINE YEARS OF CONTINUOUS SUCCESSFUL HARDWARE MERCHANDISING

# OOD SERVICE"



DISTRIBUTING ALL LINES OF GENERAL HARDWARE, SPORTING GOODS AND KINDRED LINES

#### THROUGH THE DEALER SCHWABACHER HARDWARE CO.

MAIL ORDERS ALWAYS SHIPPED PROMPTLY

**BEST POSSIBLE SERVICE** 

SEATTLE, WASHINGTON



The moment a garden owner glimpses the brand new features of the "Gilson"—the new combination weeder—unitivator and rake—with its oscillating double-edged blade (which "clips" the weeds and loosens the soil on either stroke) and its long-tined reversible rake—the sale's as good as made.

Comes in four sizes suitable to field, garden, truck patch or flower bed. Affords a liberal profit to the dealer. For illustrated Catalog and complete information address: J. E. GILSON CO., Dept. 32, Port Washington, Wis.

# PAINTS + STAINS + ENAMELS

The complete, compact, distinctive line in handy household cans—full-size, full-measure. RETAILS 15 CENTS—no larger sizes. Big Value for user; Big Frofit for You. A popular seller with Hardware trade. Assortments contain all 29 colors; Display matter included. Dealer's Assortment (30 Doz.)....\$33.00 Jobber's Assortment (12 Doz.)....\$13.80 Open Stock, all colors, per gross....\$14.40 2% Freight allowance, F. O. B. N. Y., 2% Cash.

Write for Color Card, Circular and Booklet

#### MoRTAUK PAINT Mro. Ca

169-173 Second Ave., BROOKLYN---NEW YORK Townley Metal & Hdwe. Co., Kansas City, Mo. Pacific Wooden Ware & Paper Co., Oakland, Cal. BROOKLYN---NEW YORK dwe. Co., Kansas City, Mo.



## HAMMOND LUMBER COMPANY

#### WHOLESALE HARDWARE

## Specializing in BUILDERS' Hardware

Sargents Locks and Hardware, Nails, Bolts and Barbed Wire, Beaver Board, Black Rock Board and Upson Board. Galvanized and Painted Corrugated Iron, Northwestern Expanded Metal Lath. Composition Roofings, Felt Insulating and Building Paper.

Full and complete lines of these materials stocked in carload quantities.

We solicit your inquiries.

Offices and Warehouses, Twentieth and Alameda Streets - - Los /

Kitchener, Ont.

Los Angeles, California



BEAUTIFY FURNITURE
PROTECT FLOORS and Floor
Coverings from injury by using
GLASS ONWARD SLIDING
FURNITURE SHOE
In place of Castors
If your dealer will not supply you
write us.
ONWARD MFG. CO.

#### "ANSONIA" NAIL CLIP 10c.

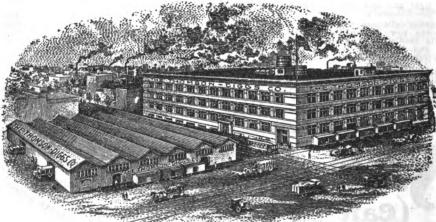


Made by the makers of the "Gemnail Clipper Twelve in a box o 12 on a displayment. Fast tendent sales.

H. C. COOK CO. - ANSONIA, CONNECTICUT

# THERE ARE MANY REASONS

For the Continued and Increased Growth of Our Trade



The House of Fair and Square Dealing—Ask Our Customers

EVERYTHING IN HARDWARE, IRON, PIPE AND HOUSE-HOLD UTENSILS, SPORTING GOODS AND CUTLERY

THE THOMSON-DIGGS COMPANY, SACRAMENTO, CAL

If you are one of our customers you know them.

If you are not one we want the opportunity of showing you why it will be to your interest to send us your orders

# **NOW READY!**

# Pioneer "Leader" Roofing

Get your order in quick and be prepared to supply the demand for "the biggest value in Roofing ever offered"



WRITE TODAY FOR QUOTATIONS

## PIONEER PAPER COMPANY

Manufacturers Since 1888

247-251 South Los Angeles Street
Los Angeles

513 Hearst Building San Francisco

# **TOOLS**

A few mechanics' tools along

with other hardware from a local jobber keeps the INVESTMENT down and SALES possibilities up.



Strevell - Paterson, Hardware Co. SALT LAKE CITY, UTAH

Wholesale Only

H.W.1

# The **Schaw-Batcher Co.**

SACRAMENTO, CAL.

# WHOLESALE **HARDWARE**

Pipe and Fittings **Canton Steel Ammunition Sporting Goods Blacksmith Supplies** 

Sargent & Co. **Builders' Hardware** Mill and Mining **Supplies** 

# 333—WAYS OF GETTING TRADE—333

## "SALES PLANS"

A collection of three hundred and thirty-three successful plans that have been used by retail morchants to get more business

This Book is 61 x9 inches in size, contains 282 pages, printed on best paper and fully illustrated with reproductions of advertisements, circulars, posters, letters, etc.

Substantially Bound in Cloth Price, Including Hardware World, One Year . . . \$3.00 Shipped anywhere, charges pre-paid, upon receipt of price



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Special Sales Selling by Mail **Expositions** Getting Holiday Business Christmas Schemes Co-Operative Advertising Store Papers Souvenirs and Demiums Getting Trace Larough Children Money Making Ideas Contests Needlework Contests Voting Contests

**Guessing Contests** 

Sensational Advertising

Package Sales

Boatmen's Bank Building St. Louis, Mo.

ADDRESS MEAREST BUSINESS OFFICE Broadway and Olive Sts., Suite 533, Phelan Building 388 Taylor Street Portland, Oregon Se 415 Exchange Building SanFrancisco, Calif.

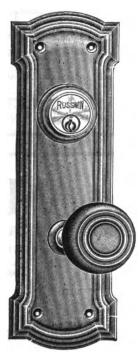
204-207 Scott Building Salt Lake City, Utah

507 Pioneer Building Seattle, Wash. Los Angeles, Calif.

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# RUSSWIN

# Locks and Builders' Hardware



We are now carrying in stock a complete line of RUSSWN Locks and Trim in both Bronze and Steel Designs, put up in neat boxes with factory labels and numbers.

Our stock is complete and ready for delivery.

Place your order now.

Dunham, Carrigan & Hayden Company

SAN FRANCISCO

**CALIFORNIA** 

RUBBERSET CO.

56 FERRY ST.

NEWARK N.J.

PANAMA PACIFIC

GOLD

MEDAL

MANUFACTURES AND VARIED INDUSTRIES

General Green

# RUBBERSET

# PAINT BRUSHES

are selling so rapidly that our factories—the largest in the world-are taxed to the utmost. But no mat-ter how great the demand may be we will never sacrifice for mere volume, one single detail in the superior quality which gave RUBBERSET Brushes

#### The Gold Medal

highest award for brushes at the Panama-Pacific Exposition

This award proves RUBBERSET best. Are you pushing the best and best selling brushes?

#### RUBBERSET COMPANY

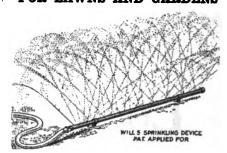
(R. &. C. H. T. CO., Props.)

Factories - Newark, N. J.

Pacific Coast Branch, 682 Mission Street San Francisco, Cal.

Full Toilet Brush Line Carried at San Fran-cisco Branch. Write for Prices, Catalog, Etc., on Shaving and Paint Brushes

## WILLS Scientific Sprinkler FOR LAWNS AND GARDENS



#### Three Superior Qualities Durability-Efficiency-Cheapness.

Made of steel galvanized pipe. Saves 25% on Weter Bills. Covers 25% more surface with same water. No Rust—No Leaks—Solid standards—accurely attached. No bending or breaking. Hose connection BEST made.

BEST made.

The Spray is distributed equally covering every space and corner.

Made in all Lengths, and to suit any pressure.

Guaranteed for 10 years' service if preperly cared Ask your Jobber or send direct to the Factory for our descriptive folder.

WILLS SPRINKLER CO. 607 CROCKER STREET, LOS ANGELES, CAL



CONTRACTORS IN YOUR OWN TOWN USE THIS BAR-ROW.

ARE YOU SUPPLYING THEM! ASK FOR PRICES.

WAREHOUSE TRUCKS, CASTERS, CONCRETE MIXERS, SCRAPERS. HAND CARTS, FIBRE WHEELS. MILK CARTS, ETC., ETC.



338-348 Brannan St. near 2nd SAN FRANCISCO, CAL.

# SNAPS

FOR THE HARDWARE MAN FROM THE BEST LINE MANUFACTURED



NO. 50 SWIVEL SNAPS In All Regular Sizes from § to 11 Inches



TROJAN OPEN BYB SNAP Nos. 520 Bit, 521 Chain, 522 Trace

Sold by All Jobbers

COVERT MFG. TROY, N. Y.

# Household Goods and Kitchen Utensils

# New Complete Stock

Glacier Refrigerators
One Piece, Porcelain Lined

Furniture City Refrigerators. Energel Lined

White Mountain Ice Cream Freezers

Gas Hot Plates and Shelves Bath Room Fittings

Paint and Varnish Brushes

Household Brushes

All Kinds

Viko Aluminum Ware Wagner Cast Iron Ware Tin Ware

Japanned Ware

Hamlin and Russell Wire Goods

Universal Electric Percolators, Flat Irons and Cooking Utensils

American Clothes Wringers

Washing Machines

Hand Power

Vacuum Cleaners

Royal Steel

**Enamel Ware** 

Wooden Ware, Chair

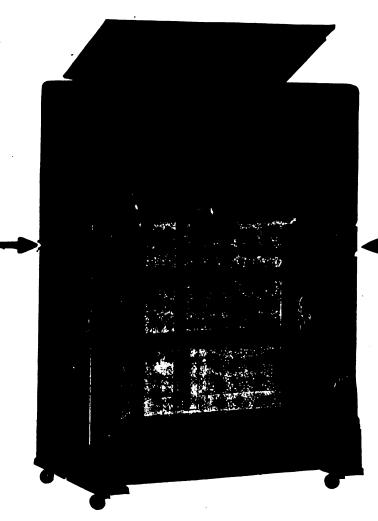
Seats. One of Our Specials

The Princess Electric

Iron. Full nickel finish. Guaranteed for 5 years. The price is low

Write for Descriptive Matter on Anything in the House Furnishing Line. Our Prices Will Interest You.

BAKER & HAMILTON SAN FRANCISCO CALIFORNIA



# NARCH

(Trade Mark Reg. U. S. Pat. Office)

# REFRIGERATORS

Made in Zinc, White Enamel Porcelain and Seamless Porcelain Lined. Handsome Strongly-made, Up-to-date Refrigerators at prices which net you a good profit.

Ash and Oak Cases. Strong, removable Air Flues. Removable

Waste Pipe and Trap. Retinned Wire Shelves, bright as silver.

Strong Hardware in Roman gold and nickel plate. Good Casters.

An old established line—on the market 25 years. Has always been a good seller in large and small stores, because it looks right and is reliable—there are no come-backs. "It's the Frigid 'Frigerator'"—the "Box that's on the Boom."

Large Stock Carried in Los Angeles

## UNION HARDWARE & METAL CO.

Distributors for California, Arizona and Nevada. LOS ANGELES, CALIFORNIA





#### THE PACKHAM

Stove Pipe Crimper and Beader

MADE BY

ie packham Crimper Co.

MECHANICSBURG, ONIO

If Your Jobber Does Not Carry It, Write Us

ifactured by Specialists and Guaranteed Catalog and Discounts.

SEDGWICK MACRIME WORKS

136 Liberty Street

NEW YORK



Classic and Capital MADE FROM



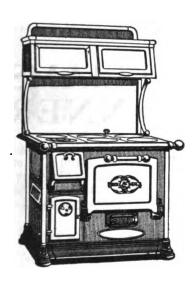
Agents have an ever increasing trade that Quality made.

Join the Ranks— First Step. Send for Catalog 36

Jas. Graham Manufacturing Co.

Largest Stove Makers in the West

San Francisco and Newark, California



# "QUICK MEAL"

All Blue Porcelain Enameled and Black Porcelain Enameled Ranges are "Rust Proof," "Sanitary" and Easy to Keep Clean, being Enameled Inside and Outside.

Not affected by the Hottest of Fires.

Write for Catalogue and Agency

Ringen Stove Company Division of American Stove Company

C. H. SCHIECK, Pacific Coast Agent

715 Indiana Street, near 19th

SAN FRANCISCO, CALIFORNIA

# WARE THAT WEARS



#### **NESTABLE** GARBAGE CANS

Light, though strong enough to put up with unusual abuse, these cans are just the sort of kitchen friends Mrs. Average House-Wife is looking for.



Whitaker-Glessner Company WHEELING CORRUGATING DEPT.

Wheeling, W. Va. Branch Offices and Stores New York St. Louis Philadelphia Kansas City Chicago Richmond Chattanooga Chicago Chattanooga

#### NESTABLE GARBAGE CANS

Are made in four sizes, each slightly over 4, 6, 8 and 10 gallons. Both cans and deep covers nest perfectly for shipping and displaying in small space. Look for the CORCO Label.



Hamp Williams has worked two years industriously equipping a factory to manufacture the

# HAMP WILLIAMS HOME CANNER

so that the people may can their vegetables and fruits in tin cans or glass jars for home and market, and not let them rot and go to waste as they have been doing. This Canner complete and with directions how to can everything, on which you can put up 500 cans daily,

## Retails for Only \$14.00

Every Retail Hardware Dealer in this country should have one of these canners in his front door. It would be worth many times its cost as an advertisement for people to talk and think about. Order one and get the agency for your town.

# HAMP WILLIAMS HARDWARE CO.

Manufacturers

HOT SPRINGS, ARKANSAS



# 2 BROOMS 1

An entirely new product from an old reliable company. Outsells the ordinary broom so rapidly it is hard to keep up with the demand.

Lee Broom & Duster Company, Lincoln, Neb.

#### Hardware Dealers

Now is the Time to Canvas Your Trade for

#### STOVE REPAIRS

We Can Furnish You STOVE, RANGE and FURNACE Repairs for all makes promptly.

Send today for our **Order Book** and **Catalogue.** They will make money for you.

HOOVER STOVE REPAIR CO. 205 W. 20th Street - Kansas City, Missouri



#### **GENUINE**

#### HUNTER'S SIFTER

The Standard for a Quarter-Century

Sectional View Order from your jobber. Showing Construction

Combines strength, beauty, usefulness and durability. Cleanliness always possible. Made in one piece of extra heavy tin plate, nickel trimmings. Handle swedged to body. No soldered joints to come loose. Easy to remove all parts for cleansing.

THE PRED J. MEYERS MFG. CO.

Bender Street

Esmilton, Ohio

#### Do You Sell Hose Menders?



Improved Perfect Clinching Hose Menders are fast sellers. Made with seamless brass tubes and heavy galvanised clamps. Also all stell retinued. Every clamp is turned inwardly to grip the hose. Prices right.

Send for our general catalog—to-day.

STUBER & KUCK CO.
Pooria, Illinois

New York Office—154 Chambers Street, J. M. Sherwood, Manager San Francisco Office—Rialto Building, William P, Horn, Manager

### O. LINDEMANN & CO.

35 and 37 Wooster St., New York Established 1863



#### **Parrot Cages Must Be Strong**

Ours are Positively the Most Durable

Manufacturers of JAPANNED, BRASS and TINNED WIRE

## **Bird Cages and Cage Sundries**

Pacific Coast Representatives

A. L. CONGER CO.
731 MARKET STREET, SAN FRANCISCO, CALIFORNIA

# Pelouze DOUBLE ICE Scales



The new Pelouze "Double Dial" Ice Scales, as the name implies, have double dials which admit of a greater distance between graduations and the dials are therefore more easily read than on any other scales.

They are made of malleable iron throughout. Absolutely unbreakable.

They can be quickly adjusted, if necessary, by removing the steel cap on top and turning the serew slightly—thus insuring a permanent scale.

Made to comply with the requirements of the Departments of Weights and Measures.

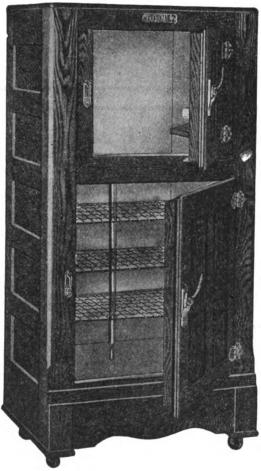
Made in five sizes. Write for discounts. Scales of all kinds.

Polouzo Manufacturing Co.

EWING-LEWIS CO.

Representatives
San Francisco Los Angeles

# BALDWIN Dry-Air



"The Box with the Steady Cold Wave"

# Refrigerator

# 150 Handsome Styles

ASH, OAK, SOFTWOOD CASES; OPALITE GLASS, VITRIFIED POR-CELAIN, AND METAL LINED

# "The Cold, Clean Kind"

Baldwin's do better work with less ice than any other refrigerator made. They keep food preserved in the best possible manner, because of their positive one way current of absolutely pure, cold, dry air, moving swiftly around articles stored, and constantly cooling and purifying every square inch of the refrigerator.

Many Baldwin Refrigerators in constant use for 35 years are still giving the utmost satisfaction.

Don't sell a "cheap" refrigerator it wastes your customer's money and is a source of annoyance every day he uses it.

Baldwin's are lined with snow-white opalite glass 7-16 inch thick; vitrified porcelain, seamless porcelain, white enamel or metal. There are 150 styles in stock. Don't experiment with new makes of unknown quality—sell the Baldwin—the "kind the old folks used."

SEND A POSTAL FOR OUR BIG CATALOG

# The Baldwin Refrigerator Co.

BURLINGTON, VERMONT

### YOUR CUSTOMERS WANT THE BOOMER

IF YOU ONLY SHOW IT TO THEM

Adapted for every use. Is the strongest and most durable Cannon Stove made. sheet iron drum may be attached, and thus increase the heating capacity. Constructed so that a

Made in six sizes,-1 2 20" 131/4" 16" 18" 22" 241/4" 575 Diameter of Fire Pots 240 800 385 Weights, 182 525

OUR LOW PRICES WILL SURPRISE YOU-Write for them.

THE HESS-SNYDER CO., Manufacturers

MASSILLON, OHIO

Trade mark "Boomer" Registered-No. 58228





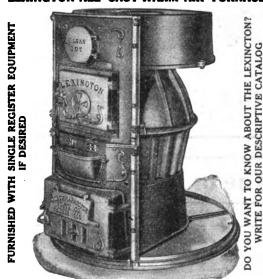
TRINER SCALE & MFG. CO.

2714 W. 21st Street, Chicago, Ill. WM. P. HORN & CO. Pacific Coast Representatives Bialto Eldg., San Francisco, Cal.

PORTLAND, ORRGON LOS ANGELES, CAL.

## Everyone Air FURNACES Should Know

About the Practical and Exclusive Features Embodied in the LEXINGTON ALL-CAST WARM AIR FURNACE



We do not make extravagant claims. consequence the Lexington proves a pl surprise rather than a disappointment. L ton dealers are enthusiastic. Lexington are Boosters. s. As a pleasant Lexing-

a PROCTOR STOVE CO. Established 1868 Illinois CULTER

## DOMES OF SILENCE

Glide softly, smoothly, silently over any kind of flooring. Save rugs, carpets, floors and furniture. Sizes to fit any kind of furniture.

Metallic Bed Slides Sises: %, %, 1, 11-16, 1%, 15-16, 1%, 2 in.

When ordering measure size of bed post. If round, meas-ure across inure side.

If square, measure across inside corners.



HENRY W. PEABODY & CO.

Domes of Silence Division 17 State Street New York

Wood Bed Slide These wood bed slides made to fit %in. Universal socket Also specially adapted for heavy arm chairs, etc.

Fits any wood bed. Pull out the wheel caster; insert this slide.







# "White Mountain" Refrigerators



## "The Chest With the Chill in It"

The "WHITE MOUNTAIN" Refrigerator "In Over a Million Homes" is an artistic and mechanical triumph—the master-work of more than forty years by the world's greatest refrigerator manufacturers. The refrigerating qualities of the "WHITE MOUNTAIN" cannot be surpassed.

#### "Stone White Refrigerators"

Our perfect "STONE WHITE REFRIGER-ATORS" are the symbol of unyielding strength, absolute purity and the extreme in economical and convenient refrigeration.

BEAUTIFUL 1918 CATA-LOGUES MAILED UPON RECEIPT OF APPLICATION.

Maine Manufacturing Company

- Nashua, N. H., U. S. A

The W. F. Boardman Co., 718 Mission St., San Francisco, Calif., Pacific Coast Agents

## The Ontario Knife Company, Franklinville, N.Y.

WE SELL EXCLUSIVELY TO THE WHOLESALE TRADE

If you are a wholesale dealer and have not our catalog and prices, you should write for them at once



BUTCHER SKIMNING STICKING BONING SHEATH SLICING CORN

# **KNIVES**

KITCHEN CAMMING FISH VEGETABLE PUTTY BEST CLAM TABLE

HOUSEHOLD KNIVES, HOUSEHOLD CLEAVERS, FLESH FORKS and a large variety of Knives with improved Sanitary Aluminum Handles.



We manufacture the largest variety and the largest quantity of kitchen knives made by any one house in the world

# Lalance & Grosjean Mfg. Co.

Manufacturers of the Celebrated Lines of

Agate (Nickel-Steel) Ware El-an-Ge Enameled Ware

Pearl-Agate Turquoise Enameled Ware

New York

and

Chicago

Boston

San Francisco

# ORONA and O. M. C. ALUMISHINE





ORONA for removing all discolorations and O. M. C. ALUMISHINE for polishing burnished surfaces.

One large manufacturer of aluminum states that neither ORONA nor ALUMISHINE need be purchased expressly for cleaning and polishing aluminum. They are excellent for all other metals, also enameled ware, tiling, furniture, porcelain, glass, etc.

"Truly they are marvelous compounds for all cleaning purposes."



For enameled, china and porcelain bath fixtures, they are recommended by United States Sanitary Mfg. Co. and other manufacturers of high grade ware. Also by the Davis Milk Machinery Co. of North Chicago, Ill.

Orona Manufacturing Company, 224-226 Milk St., Boston, Mass.



## PERFECTION DETACHABLE SOREEN DOOR HINGES

These hinges are easily attached and detached with our new patented locking device. The door can be taken down and replaced in less than half a minute.

Eliminates the annual trouble of "hanging the screens."

Solid When Locked

For sale by all leading jobbers. Write for prices.

THE HARDWARE SPECIALTIES CO. Wal

Wabash, Ind.





# Some High Grade Standard Rubber Tips and Bumpers

# That ought to be in your stock

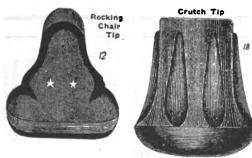


Rubber Tips and Bumpers are in big demand these days people are beginning to realize the great advantages of their use.

But all tips are not good tips—and a bad tip prevents further sales—further business.

It is up to you, to stock the best and most varied line. Inspect some of the illustrations—there's a tip in our line for every practical tip purpose. You had better investigate—for the sake of good business.

Write today — ask for catalog, prices and terms.



# THE ELASTIC TIP COMPANY

370 Atlantic Avenue Boston, Mass., U.S.A.



MADE IN OHIO, U.S.A.

# ALUMINUM "Real Solid"

## **ANNOUNCEMENT**

The "BHAL SOLID" LINE has been for 26 years, the Strong, well known, dependable Aluminum line of Kitchen Utensils.

Our Policy is and has been to give the dealer goods of such quality that assures him not only his PROFIT, but the housewife's continued patronage. We have now added

A New Line of

# "REAL SOLID WARE"

This is a Heavy Drawn line STAMPED from heavy tempered Sheets, which is far superior, in many ways, especially in Rigidness and Durability.

We have eliminated unnecessary expense of CAST ALUM-INUM HANDLES, etc., and are putting MORE METAL into the BODY of our UTENSILS.

TRIMMINGS — Tinned Iron, using Double Coated Tinned Iron—The best on the market.

PROTECTED HANDLES—All Coffee and Tea Pots with handles, both curved and straigth— bottom of handle is protected with Metal Trimmings, so that it will be impossible for flames to creep up over bottom and burn eff

OUTSIDE FINISH—The Same HIGH CLASS polish as heretofore.

INSIDE FINISH—Scratch Finish Superior because it does not show finger prints from handling or dirt, which may accumulate while on dealers' Shelves.

We have added 25 New Items, all practical. This makes the "REAL SOLID" Line the most complete on the market.

Write Today and get our New 1915 Catalog just off the Press.

The Buckeye Aluminum Cempany

## ARIET

is our strongest advertising point, because variety is the Jobbers' big talking feature, and the immense line of "UNIVERSAL" casters, are the most varied and compre-



hensive on the market. There is a "UNIVERSAL" caster to meet every dealer's demand, and several of our most popular styles are illustrated here. The "UNIVERSAL" Ball Bearing Metal Bed caster, made in 12 distinct sizes, and with wheels ranging from 1 1-16" to 2" in diameter, should be carried in stock by progressive jobbers. Can also be furnished in the "UNI-VERSAL" Plain Horn and Non Ball Bearing patterns.

PATRITED MARCE 13, 1000

The "UNIVERSAL" Ball Bearing Oblong Plate caster, has for years been the Hard-ware Jobbers' leader in his caster sales. Constructed throughout of high grade steel, with strong steel axles, and equipped with large size ball bearings, en-abling the caster to revolve smoothly and easily. Made in six



distinct sizes, wheels ranging from 1 1-16" to 1 7-8" in diameter, and packed in neat, durable boxes, properly labeled, containing six sets each.



"A product without a peer!" The "UNIVER-SAL" Ball Bearing Grip Neck caster for the past twenty, years has been recognized the standard grip neck caster on the Constant immarket. provement in its construction, has without a doubt made this the most complete and highly perfected ball bearing grip neck caster.
Also made in the "UNIVERSAL" No n Ball
Bearing and "UNIVERSAL" Plain Horn patterns, in various finishes, with 22 different
kinds of wheels, and
distinct sizes. Samples
and prices H W upon applies tion ing grip neck caster.

and prices H. W., upon application.

UNIVERSAL CASTER & FOUNDRY CO. GENERAL OFFICES AND FACTORIES

574-600 Ferry Street, Newark, N. J., U. S. A.

Pacific Coast Representative MR. EUGENE C. SAUL Monadnock Bldg., San Francisco, Cal.

# Genuine "Empire" Griddles

# Cost No More Than Imitation or Inferior Articles



BUT they BUILD UPYOUR TRADE and SATISFY YOUR CUSTO-MERS.

Insist on the

# Genuine "Empire"

If You Want Ware of Uniform and Highest Quality.

Examine Samples of this Ware and Prove it for Yourselves.

SOLD by ALL FIRST CLASS JOBBERS THROUHOUT the WEST ORDER THROUGH THEM

WM. P. HORN CO., PACIFIC COAST REPRESENTATIVES LOS ANGELES RIALTO BUILDING, SAN FRANOISCO, CAL. PORTLAND

NEW YORK STAMPING COMPANY BROOKLYN, NEW YORK



# ORDER NOW For the Fall Painting Season



House Paints, Interior Finishes
Floor and Step Paints
Barn and Roof Paint
Varnishes

**Automobile Enamel** 

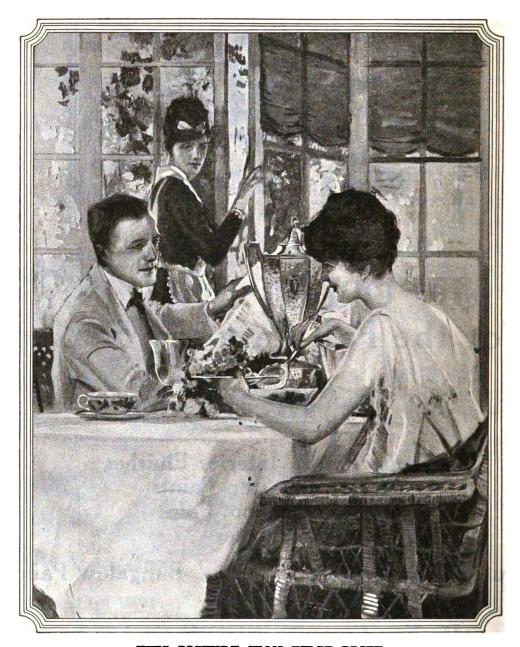
**Bungalow Paint** 

Do You Carry WINDOW GLASS?

You should have a stock on hand at all times. We can take care of your wants in the next shipment to you.

AMERICAN WINDOW GLASS

PACIFIC HARDWARE & STEEL CO. SAN FRANCISCO, U. S. A.

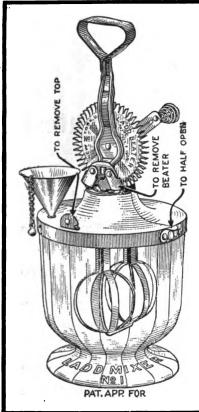


#### THIS PICTURE WON FIRST PRIZE

The advertisement of which the picture above formed a part recently won first prize in a contest among the readers of Sunset Magazine. Besides the prize winner many of the others who wrote letters in the competition selected this advertisement of 1847 ROGERS BROS. ware as the most attractive and convincing. We should be glad to send to any dealer handling the line a reproduction of this picture on heavy cardboard  $13\frac{1}{2}x19\frac{1}{4}$  inches, with easel back, making a most attractive window or counter card. Write today for card No. 43-W.

### INTERNATIONAL SILVER CO., Meriden, Conn.

150 Post Street, San Francisco



### LADD Mixer - Churns Are 3 in 1

#### EACH THE BEST FOR ITS PURPOSE

Ladd Kitchen Beater (removable).
A Kitchen Mixer for general purposes.
A Superior Churn.

3. A Superior Churn.

Specialize on this article for 50% more profits than on three separate articles. We know this from experience.

Beater Buyers: Every fourth woman wanting a kitchen beater will buy Ladd Mizer-Churn.

Mizer Buyers: Every one chooses Ladd against all competitors and 50% more sales are made by simply demonstrating it.

Household Churn Buyers: Everyone takes Ladd and where shown 50% more for its additional features—a beater and mixer. Our travelers put these into every store; repeat orders follow.

This will be a Sensible Christmas. These are beautiful and most sensible gifts; order early. Two sizes: No. 1, 1 quart; No. 2, 2 quarts. Most jobbers stock; if yours don't write us direct, but by all means, carry these goods condirect, but

United Royalties Corporation 1133 BROADWAY, NEW YORK

Western Sales Representatives:
Omer Cox, Underwood Building, San Francisco
Sands & Cox, 207 San Fernando Bldg., Los Angeles
Strimple & Cox, L. C. Smith Bldg., Seattle, Wash.
Jones & Cox, Newhouse Bldg., Salt Lake City, Utah
Taylor & Cox, Ideal Building, Denver, Colorado





### The Housewife and the Farmer Need These "ENTERPRISE" Specialties

Women, on the advice of their friends, and as a result of the advertising being carried in representative women's magazines, are asking for and insisting upon

"Enterprise" products.

#### "Enterprise" Meat-and-Food Chopper

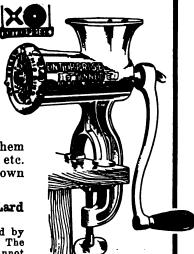
The chopper with the knife and perforated plate, that cuts the meat into uniform, juicy particles without squeezing it dry. The one that enables the women to utilize cheap cuts of meat and left-overs; making them into croquettes, meat balls, hamburg steak, etc. The kitchen chopper that helps them bring down the high cost of eating."

The "Enterprise" Sausage Stuffer and Lard Press

in conjunction with the Meat Chopper, is wanted by the farmer who makes his own sausage and lard. The iron cylinder is bored true so that the plate cannot Instantly converted into lard press. Made in nine sizes and styles, 2 to 8 quarts, japanned

or tinned. Retail price, four qt. size, japanned \$10.00, tinned \$12.50.

The Enterprise Mfg. Co. of Pa., Philadelphia, U. S. A.



Made in two sizes. No. 5, Family Size, Retails for \$2.50 No. 10, Large Family Size. Retails for

# \$500.00

# "WEAR-EVER" Window Display Contest FIFTY-FOUR PRIZES

Please note that one-half the prize money is offered to entries in towns having a population of less than 25,000

#### Prizes to Be Awarded to Entries from Prizes to Be Awarded to Entries from Towns of More Than 25,000 Towns of Less Than 25,000 Population Population \$50.00 for Best Window Display...\$50.00 \$50.00 for Best Window Display...\$50.00 \$25.00 for Second Best Window Dis-\$25.00 for Second Best Window Display ...... 25.00 play ..... 25.00 \$15.00 for Third Best Window Dis-\$15.00 for Third Best Window Display ...... 15.00 play ..... 15.00 \$10.00 Each for the Eight Next Best \$10.00 Each for the Eight Next Best Window Displays ...... 80.00 Window Displays ...... 80.00 \$5.00 Each for the Sixteen Next Best Window Displays...... 80.00 \$5.00 Each for the Sixteen Next Best Window Displays ...... 80.00 27 Prizes.....\$250.00 27 Prizes.....\$250.00

Note—For every photograph to which prize is not awarded \$1.00 will be paid—for one photograph only from each firm or sendder unless special arrangement is made.

#### THE CONDITIONS OF THE CONTEST ARE:

- That aluminum utensils appear in the display.
- That you state on back of photograph the cost of materials other than cooking utensils used in making the display.
- 3. That display is made between August 1, 1917, and December 25, 1917.
- 4. That photograph of display—mailed flat—bearing name of store in which display was made, address and date of display, and sender's name is received by us at New Kensington, Pa., not later than January 10, 1918.

Note—Prizes will be awarded to the person who sends us the Window Display, unless

Please address The "Wear-Ever" Magazine, care of

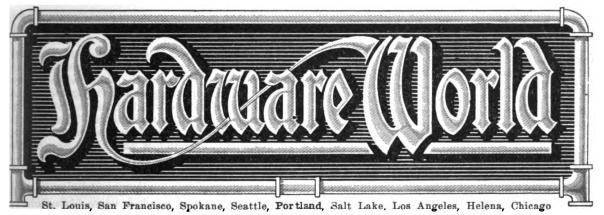
The Aluminum Cooking Utensil Co.

New Kensington, Pa.

the firm responsible for the display enters the Contest—in which case award of prize will be made to the firm itself.

The "Wear-Ever" Magazine The Aluminum Cooking Utensil Co. New Kensington, Pa.
Date191
Please send to address below printed matter indi- cated by an "X."  Please mark with "X" printed matter desired
O Ad Proofs
O Window Display Book
O Demonstration Book
O The "Wear-Ever" Magazine
Catalog of Utensils
Name
Address
Oity
State





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'elume XII

OCTOBER :: 1917

Number 10

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HE WORLD IS THE OFFICIAL ORGAN OF THE WESTERN ASSOCIATIONS

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#### GOODS IN THE WINDOW ARE HALF SOLD

There is a specialty shop in 5th Avenue, New York, who value their six windows at \$40,000 per year, another large store in Boston charges its departments an aggregate rental of \$100,000.00 per year for show windows. Lord & Taylor of New York figure the value of their show windows at \$150,000.00 per year.

Of course the actual value of a window may be different from its theoretical rental. Ideas, skill and merchandise make the value. Does it have a sincere look, or would it induce you to

trade with some other store?

If you are not using your store windows and front why be on the main street at all, why not get some location you could probably rent for a fourth or half as much.

How often have we gone into an interior town, and looked in vain for some particular merchant's place of business. Perhaps we passed by his place, but there was no sign, nothing in the window to indicate the charac-

ter of the business, nothing on the door, no window display.

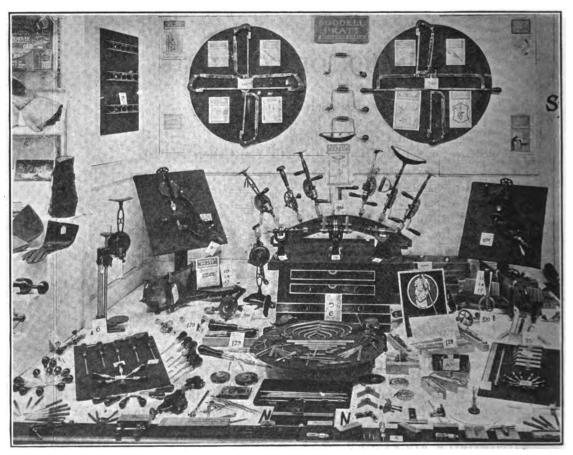
We perhaps passed by a place of business where we could have purchased goods for far less than we did from the man whose store front had an appealing and inviting look, who indicated the nature of his business by a sign or by the display in his windows. That man is getting trade, which perhaps you might have.

Your display window should be one of the best salesmen, the best business getter that you

have.

It is poor policy for a merchant to have a dimly lighted show window when his neighbor perhaps has a store as bright as day. It indicates sluggishness, want of enterprise and goahead-itiveness. The public delights in being attracted although it may only be by a brilliantly lighted street.

A rolling stone gathers no moss, but who the deuce wants to be covered with moss?



Every merchant carries tools, but it is not every merchant who will take the time or thought to arrange

an effective display of them.

Perhaps to display tools does require a little more time than to display the aluminum ware shown on the opposite page, but here was a most attractive display of the Goodell-Pratt Co. line, made by Mr. Rose of Spelger & Hurlbut, of Seattle, Wash.

of Spelger & Hurlbut, of Seattle, Wash.

The results from this tool display were more than surprising. Spelger & Hurlbut believe so thoroughly in the value of window displays that they have a double row, or arcade of them, in front of their store, and the seasonable lines attractively shown are always trade bringers.



#### A SANE VIEW ON TAXATION

Federal taxation, in view of our entrance into the war, must be largely increased. To saddle the entire cost of the war on this generation would be a mistake. To make the wealthy class stand all of the financial burdens of the war to be borne by the present generation, would be a crime.

We are entering into the war not alone for the protection of the present, but for the protection of future generations to come after us. Why, then, should not the future generations be compelled to bear their share of the burden?

The war is to protect all our people, the poor as well as the rich. For that reason, taxation for war purposes should be general. Every person should pay his share, be it great or small. The life, liberty and happiness of the poor man will be safeguarded by the war as well as the life, liberty and happiness of the rich man.

The demagogue, with his ear to the ground for popular applause, will cry: "Saddle the

burden on the rich." In the end, it is to be hoped, the common honesty of those who are not classed as "rich" will assert itself and they will say to the politicians: "Let us help; let us do our share."

A. T. MOORE.

#### VALUE OF YOUR STORE FRONT

How do you feel when an untidy salesman, one who is careless or slovenly in his habits, calls on you?

Do you want to do business with a man whose collar is soiled, and who looks as though he had never been near a barber? On the other hand, don't you like to do business with a man who warms up with a smile, and is at least neat and careful in his appearance.

Place yourself in the position of the other man, when it comes to the appearance of your store, your store windows. Does it wear a smile, does it look inviting, does it appeal to not only one person, passing along the street?



Just as the photo on the opposite page appealed to mechanics and men folks of the household, so this one appeals particularly to the opposite sex.

This display of aluminum is especially interesting at this time because the Aluminum Cooking Utensil Company are offering \$500 in cash for the best fifty-four window displays.

Further reference is made elsewhere in this issue.

This display was arranged by the house-furnishing department of the Emporium, one of the largest department stores in the West, and whose window displays are kept to a high state of efficiency.

If it is important for large stores to give such attention to window displays, how much more important is it for the smaller merchant.

# What Policy Should Merchants Pursue?

More Suggestions From Manufacturers and Jobbers.

HE letters from manufacturers and jobbers published in our last issue, offering suggestions as to what policy should be pursued in making their purchases, attracted more than usual attention. The letters here published were received too late for our last issue, but their value is none the less on that account, and they are well worth careful reading and consideration:

### SEND IN ORDERS FAR IN ADVANCE AS POSSIBLE

We can speak only from our own standpoint and from knowledge that many other manufacturers are in a similar position to ours. We would advise dealers to send in their orders as far in advance of their actual needs as possible, and to use all the patriotic patience they can when the execution of their orders is delayed wholly or in part, bearing in mind that the delay is caused by the fact that we are doing, and must do, all we possibly can to get out goods for the United States Government. These Government orders, of course, having absolute first preference. Yours respectfully,

> THE L. S. STARRETT CO., F. E. Wing, Treasurer.

#### WISE MERCHANTS PLACE ORDERS EARLY

"What should be the policy of the retail merchant in their purchase for fall and spring trade?"

The first part of this question is easy. Retail merchants should purchase now all the goods that they are going to want for their fall trade. As far as a man can see in the future, there is no possibility of any decline in prices before the first of January. The trouble is going to be to get goods and not to get low prices.

The purchase of goods for spring trade is a horse of another color. With Government taking practically the output of the iron and steel business for several months to come, just what the manufacturers are going to do for raw material, is a grave question. With a normal spring trade and the shortage of goods, is there much likelihood of lower prices by next spring?

One man's guess is as good as another. But I should say that a retail merchant would be wise to get his orders in early for next spring, so as to get the goods, not to buy too heavy.

NICHOLS, DEAN & GREGG, J. A. Gregg, President.

#### DON'T SPECULATE

Our suggestion would be that the dealer buy his immediate requirements and in small quantities. It might be wise to purchase staples for spring delivery, in which case the goods should be bought sparingly, as present conditions do not warrant speculating.

> MONTANA HARDWARE COMPANY, have taken ov E. S. Woodland, Manager. of Fred Lynch.

#### NO PROSPECT FOR LOWER PRICES

It is difficult to give any advice on this subject, except in a general way, wherein we shall repeat what we said several months ago—that there is no prospect of any lower prices on mechanics' tools during the last half of this year, or the first half of next (in all probability there will be many advances) and we feel confident that the scarcity which has existed during the past twelve months will not only continue but become more acute.

Therefore, it behooves every merchant to keep careful track of his stock, to diagnose. in so far as it is possible to do so, the needs of his constituents and place his orders accordingly. Any attempt at speculation, or any disposition to order in excess of requirements, should be frowned upon and checked if possible; on the other hand, every effort should be made to keep tool stocks intact.

We are doing everything we know how to do to increase our production, but we find ourselves quite unable to supply the requirements of our customers promptly.

GOODELL-PRATT CO., W. M. Pratt, President.

#### ALL GETTING READY

In our estimation dealers have covered themselves for their Fall requirements, as we have enjoyed a very satisfactory Fall business. They are also anticipating their Spring needs, as we are receiving specifications every day for such Spring goods as we are able to accept at this time. Steel shortage, delayed production, Government orders first, higher prices, etc., have been the meat and drink of the hardware fraternity for such a long time that any encouraging news would put most of them in the hospital.

A. J. HARWI HARDWARE CO., W. A. Harwi, Treasurer.

But when you stop to think of it, More than it did in yore; It costs a lot to live these days, It's worth a whole lot more.

Happy—Hey, tell me something!
Gus—Sure, what is it?
Happy—Are the progeny of polecats, kittens or splinters?

G. F. Hughes and Company, Dakota City, Nebraska, have taken over the lumber and hardware business of Fred Lynch.



### GENERAL OUTLOOK BETTER THAN FOR YEARS

The general outlook for retail merchants is better than it has been in several years. This is due principally to the favorable crop conditions. The oat crop is large. Much of it has been threshed and shown a very satisfactory yield per acre. Early this spring the outlook for wheat was unfavorable, and many farmers decided that the yield would be so light as to not be worth while. Much of the wheat was plowed under, but those who allowed it to stand found that it as a wise decision. The yield of some of the fields that were considered poor was heavier than normal.

High prices will tend somewhat to curtail retail sales, but this influence will be offset by the ability of the farmers to spend more because they will realize so much more from their crops. There will be some further curtailment of retail sales through the mobilization of the army, which will withdraw that many consumers from the territory. Taking the country as a whole, this will be offset by the Government purchases, but this section will be benefitted very little from Government purchases.

As yet there is no indication that there will be any substantial decline in the prices of commodities. There are some who expect lower prices through Government regulation. While this may affect the prices of the more important commodities, it will not have a far-reaching effect on prices in general, for the reason that there is practically no tendency anywhere in this country to increase production. With the producing capacity of this country already taxed to the limit, and with the additional demands of the Government for war purposes, it is apparent that the price level must remain high so long as these conditions exist.

Many merchants have made the mistake of not advancing their selling prices according to the advancing market price of the goods they are selling. During the past two years many merchants have been selling their goods to the consumer at lower prices than they would have to pay to replace the merchandise sold; therefore, on such sales they have sustained an actual loss, notwithstanding that they received more for the goods than they paid for them.

The day will come when prices will decline. Then the merchant will be forced to reduce his prices. Therefore, in order to lay up a reserve to offset these losses, he must now make his selling price according to the price he would have to pay to replace the merchandise, regardless of what he bought the goods for.

In this respect the farmer shows himself to be a better business man than many of the merchants. How often do you find a farmer selling his product for less than the market price? No matter how high the price may be, he demands it and gets it. The present price of merchandise in general is not high as compared with the products of the farm or the wages paid for labor.

Another reason why merchants must look to their profits and get more profit than in former years, is that we all will be obliged to help pay the enormous cost of this war, through increased taxation. No one can escape this. Even those who have to pay no income tax will be forced to contribute in an indirect way, through higher prices on whatever they have to buy. That the cost of this war will be enormous is already apparent. We have not yet actively entered the conflict, but our appropriations are already more than the cost of the entire Civil It appears to be the purpose of the administration to pay a large part of this war expense as we go along. This is wise, because it is easier for the people to stand this enormous burden while business is good; therefore every merchant should use his influence with his Congressmen toward having as much of the cost of the war paid by taxes, so graduated that it will be paid principally by those of great wealth, and graduated down so that it will not be such a heavy burden on the common people.

The immediate outlook for the retail business is all that could be desired. As we have stated, the yield of oats is large; other crop yields have been satisfactory, and the prospects for a large corn crop are excellent. This is sure to bring a large volume of business to the retailer. With these prospects the dealer who doesn't supply himself with a fair stock and place his selling price so as to yield him a sufficient profit is making a serious mistake, and will have no one but himself to blame if he has not laid by a sufficient reserve to provide for the readjustment which is sure to come later. The merchant who does prepare for this has nothing to fear.

While there are many uncertainties before us, the people of this section of the country will suffer less through the period of readjustment than in those sections where great business profits have been brought about through the manufacture of war supplies. The prosperity of this section will come principally from abundant crops, which is in harmony with Nature's law of progress and development. Therefore, those living in this wonderfully rich productive section should be thankful that our prosperity is of a sort that is necessary for the existence of the human race, and that by properly using the products of this section will bring permanent good, not only to ourselves but to humanity at large.

Illinois.

TENK HARDWARE CO., B. Tenk, President.

Retail Selling Prices in This Issue Are Revised Up to the Time of Going to Press.

EARLY FUTURE MAY PRESENT PROB-LEMS NEVER ENCOUNTERED.

One requires no gifts of prophecy to consider a few vital facts that should be given very thoughtful consideration by distributors in determining their policy of buying forged tools now.

The identical machines used to produce such are probably the best yet devised to produce the great variety of parts required for all types of small arms and many parts of the larger guns that the Government will need in volume. These machines are now scarce and require much time in the building.

The Government's purchases of finished tools have already greatly reduced existing stocks, and will continued to do so.

The requirements of ship building, airplane and motor truck outfitting will throw a heavy demand upon drop forging equipment.

The requisitions of the foreign buyers for the output of the drop forge were never heavier and there is reason to believe they will continue to effect a heavy drain while the war lasts, unless American buyers get their requirements first.

The organization of all the large forge shops must undergo radical changes consequent to the selective draft. Growing scarcity of men and materials will render it extremely difficult for the tool manufacturers to maintain the level of his completed stocks on hand.

Reductions in the price of raw material due to a possible Government decree, if they occur, are apt to be more than offset by the increased costs consequent to labor shortage and to be negligible when applied to the cost of individual tools.

J. H. Williams & Co. never desire to overload the dealer with their goods, and at this time they still hold to the policy of waiting for each buyer to gauge his own requirements in the light of past experience, but it is undeniable that the early future may present problems never previously encountered by this generation, and the above facts are but isolated straws that will blow where the wind leads them.

J. H. WILLIAMS & CO.,

Brooklyn.

#### LIVE DEALERS WILL GET THEIR SHARE

We are now taking orders under unusual conditions; the uncertainty of the crop situation in some sections makes it difficult for dealers to determine their future requirements; high prices makes us all hesitate; but it must not be overlooked that when we offer a dealer the opportunity of buying one of our lines for delivery next Spring, at specified prices, we

are taking all the chances and we are the ones who should hesitate rather than the dealers.

While we do not anticipate the same advances as last fall, there will undoubtedly be a shortage and it is mighty good insurance for one who is in the business to be assured of having goods to sell. Any dealer who argues that this is a poor time to place future orders is making a big mistake. There is no question that there is going to be a tremendous amount of business transacted during the first half of 1918, and any one who is alive to the situation is going to get their share. With the big car shortage facing us, with the Government commandeering supplies of all kind, the shortage of many lines seemingly faces us. We feel that if the retail merchants expect to secure their entire requirements for next year, they should order their futures at once, permitting the jobbers to ship them at as early a date as possible; otherwise we feel that this business will be materially affected from the fact of probable shortages.

We are now soliciting future orders for steel goods, metallic ammunition, postal wagons, lawn mowers, garden hose, paint brushes, harness collars, wedges, and some other seasonable lines at prices ruling on date of shipment.

It would not be our suggestion for any merchant to speculate on the market, but to purchase his needed requirements as early as possible.

MARSHALL-WELLS HARDWARE CO., E. C. Ward, Sales Manager.

#### DERIVE GREAT BENEFIT

We appreciate the "HARDWARE WORLD" very much, and feel we derive great benefit from reading it. We are handling shelf and heavy hardware, builders' hardware, mining supplies, screen doors, cream separators, 5c and 10c goods, crockery ware, aluminum, enamel ware, queensware, automobile accessories, lawn mowers, stoves, etc.

Our business has been excellent for the past two years, and the future is very bright. Missouri. ADKINS HARDWARE CO.,

#### MORE INTERESTING THAN ANY

The first copy of the "HARDWARE WORLD" we received was worth many times the price of a year's subscription.

I have read with a great deal of interest the articles it contains, and find it a great deal more interesting than any of the trade magazines that come to my desk.

Hardware trade in this section for the past two months has not been just what we would like to see, but taking everything into consideration, it has held up remarkably well.

Wishing you success,

Georgia. NORTON HARDWARE CO.,

Retail Selling Prices in This Issue Are Revised Up to the Time of Going to Press.



#### ADVISABLE TO PLACE ORDERS AT CURRENT PRICES

As to what we believe should be the policy of retail merchants in their purchases for Fall and Spring trade in our territory, this question has already been answered by the retailers having largely made their purchases for these periods, and in our opinion that action has been as wise and will be as profitable to them as any like action has been during the past few years of advancing prices and difficult deliveries. Wherever the retailer can place orders for future delivery at current prices he should unquestionably act on it, as the list of goods that any jobber can sell on that basis is daily becoming more restricted, and unless some new and unforeseen contingency comes about there is a great deal more likelihood of all hardware being short on the market during the next nine months than there will be an over supply.

We believe it is also true that most merchants have really bought for the above mentioned seasons less than they think they have, or rather that the quantities are not sufficient to supply the business they will actually do, and that there will be a great deal of demand in those seasons for hardware for immediate shipment. That is another feature the retailer should carefully consider in making plans for

the next year.

Practically all crop conditions throughout our territory are very good and the high prices of everything that the grower can produce is meaning and will mean a volume of business that none of this generation have ever seen.

Retail merchants too will have to recognize, and are recognizing, that it is going to take more money to operate business than it ever has before, that having the goods and having them at the proper time is the most important function of the dealer, that conditions have rendered it necessary to greatly reduce, if not eliminate, long-time terms for everybody from the raw material producer down to the consumer, but that is also working out very satisfactorily, and as a consequence their transactions are resulting in a more prompt and desirable conclusion than was the case in many instances in the past.

The consumer is prosperous and he is fortunately willing and glad to help the merchants he deals with to follow the trend of the times so that they may in turn give him the benefit of the best there is going.

KING HARDWARE CO.,

R. W. Peeples, Vice President.

There was a young lady named Perkins, Who had a great fondness for Gherkins: She went to a tea And ate twenty-three, Which pickled her internal workin's.

#### HAMP WILLIAMS, FOOD COMMISSIONER

There is an old saying that "when you want anything done well get a busy man to do it."

The United States government evidently had this in mind when, in searching for good men. to serve on the Federal Food Commission, they selected Hamp Williams of Hot Springs, Ark., as Federal Food Commissioner for the state.

Mr. Williams is not only an excellent business man, a splendid citizen, but he is a patriotic American as well, and will serve with the other food commissioners of various states, without pay.

He is a man that is always willing to lend a hand, to give a word of cheer, and is never too busy to do his bit, whenever opportunity offers.

He is prominent in the work of hardware associations as well as in state and municipal matters, and the people of Hot Springs and Arkansas know when anything is to be accomplished worth while, Hamp Williams is the man to take hold of it.

#### A USE OF BLACK SPORTING POWDER NOT GENERALLY KNOWN

Do you know that Black Sporting Powder is used for lambing purposes? While the season for this year is past, this information may be worth remembering.

Black Powder is used for this purpose in many western states. In Wyoming especially, a great many kegs are used in the course of a year. The Powder is used to scare away the coyotes and wolves at night, so that they will not get the young lambs. The sheep are bunched at night as a rule, and the sheep-herder puts out a few pans and at intervals during the night "goes the rounds," putting a small charge of Black Powder in each pan, then lighting it.

Some herders use the powder in a shot gun. There are three theories as to why the above keeps the coyotes and wolves away. One is that the smell of the powder is disliked and the undesired animals will not go near. Another is that seeing the flash of fire which is made by the powder, they are scared away. The other has reference to the gun, and of course it is assumed that the noise from it naturally scares them.

No doubt the powder companies can and will supply full information on this subject.

To her class, a Philadelphia teacher put this question: "How many kinds of poetry are there?"

"Three," replied one pupil quickly.

"What are they?"

"Lyric, dramatic, and epidemic."—Puck.

Retail Selling Prices in This Issue Are Revised Up to the Time of Going to Press.



# Push Preserving and Canning Supplies

TEVER has there been such an opportunity to push the sale of fruit jars and supplies, utensils of all kinds for preserving, and incidentally the sale of ranges of all kinds, particularly gas. The government is back of the big canning and preserving campaign, bulletins and leaflets are being issued urging the women to conserve and preserve the fruits and vegetables of the land, and the papers are full of articles on the modern methods of drying and preserving the products of the field and the orchard. An unusually large crop of vegetables was raised this year-thanks to the "Plant-agarden" propaganda disseminated in the spring, and in order to harvest this great crop new supplies of all sorts will be needed. It is up to the hardware man to supply these necessities, and the man who gives the widest publicity to his line is sure to reap the richest reward.

#### Use Your Windows,

I consider the show window the very best medium for getting one's goods before the greatest number of people in the least space of time. Everybody sooner or later sees your window, and if it is striking, and there is a punch to it—something that shows or tells why these particular goods should be purchased—the beholder is going to bear this in mind when he is in the market for canning supplies.

#### A Good Suggestion.

The Consumers Gas Co., Toronto, Canada, recently had a fine showing. The window was floored with linoleum and backed with sanitas wall covering, and on the wall were tacked several gay posters urging canning and preserving. In the center was a gas range upon which were a number of cans of fruit and vegetables. A long gold arrow, suspended from the ceiling, and lettered in black, pointed to the gas burner, and said "To Food Conservation." table at one side held baskets of peaches, pears, apples, tomatoes, corn and beans, and to it was attached a long strip of paper: "Eat what you can; and can what you can't eat." A table of equal length at the other end held fruit jars of glass, pint, quart and two quart; stone jars, tin cans, jelly glasses, rubber rings, tops and sealing wax, with card: "If you want your fruit to keep, see that your jars are perfectbetter lay in a new stock than trust to the old ones." A large sign over the range suggested: "Bear in mind that when coal is used at least one-half of the heat units are wasted. Cut out waste-Cook with gas."

The Grand Rapids Gas Light Co., Grand Rapids, Mich., was another firm that helped along the canning campaign. Their window was likewise fitted up as a kitchen, with a window and door in the background draped in red, white and blue bunting. There was a spot-

less gas range, a white enamel table and chair, and a kitchen cabinet, each article bearing a little price tag. On the stove was a big preserving kettle and straining cloth in wire rack, and on the leaf of the cabinet a number of jars of fruit and vegetables, as well as several empty jars, rubbers and bars of sealing wax. A long panel on the wall, adorned with a picture of Uncle Sam, advised:

A CANNING CAMPAIGN FOR UNCLE SAM
AND YOU.

For Home and Country. The only way to conserve the food from your backyard garden is to can and preserve the various fruits and vegetables as they ripen.

tables as they ripen.
YOUR GAS RANGE WILL ENABLE YOU
TO DO THIS WORK TO THE BEST ADVANTAGE. Canning and preserving recipes issued
each month during the season. These folders will
cover the month's fruits and vegetables. Ask
for one. Free.

A card on the wall, showing a little boy eyeing his mother putting up fruit was captioned:

"O, mother, really and truly, can anybody else make as good jellies and jams as you?"
"Certainly, George, anybody who uses a gas

#### Use Models.

Oilman, hardware merchant, Dayton, Ohio, added interest to his display of stoves and canning supplies by the introduction of a wax model—a young woman in blue gingham dress and white cap and apron-who was carrying a wire rack in which were six empty fruit jars. It would be easy to borrow such a model from a local dry goods store, if none were kept in stock. The window was backed with a series of flags, one of each of the allies. At one side was a cabinet with three shelves. The cabinet was white enamel, and the shelves covered with purple velvet—a striking combination—and on them were placed preserving kettles of aluminum, with strainer and rack complete; while on the top shelf were stone jars for pickles and preserves. Near the cabinet was a two-burner gas stove on which was a similar preserving kettle. At the other side was a white enameled table on which were quart and two-quart glass jars, jelly glasses and tin cans, some filled. some empty; as well as parings knives, lemon squeezers, sieves, meat choppers, knives, forks and spoons. Between the flags on the wall were three long slender panels of green, on which were printed in big black letters:

CAN DRY PRESERVE
CAN DRY PRESERVE
CAN DRY PRESERVE

### You'll Never Sell the Housewife Until You Understand Her

ND the quicket way to understand her is to meet her where her interests are. The farther you go to meet business, the quicker it will come to you. Every business can be made to grow if it is properly fed and watered. Keep your eye out for ways and

It has been said, many times, that the housewife is the dominant buying factor of the nation, and this is essentially true. In fact there is hardly a man—unless he be the homeless, friendless bachelor-who does not seek the benefit of women's wise economic counsel in his simplest purchasing.

Get the women to coming to your store, and the men will have to come. Advertise and cater to them in all papers in which they are interested-help them by favor or act in all their undertakings.

The small town housewife and the housewife of the middle class in the larger cities are the purchasing power and undoubtedly wield a great influence.

Your problem is to reach the housewifeyou must reach her during or after business hours. It can't be done entirely by advertising —you must specialize your sales force and efforts.

Almost any system employed by other business will apply.

The only trouble is that you don't.

The housewife that has the interest of the home and family at heart is a good prospective customer—and will nine times out of ten be found at home.

Send out a soliciting city salesman, the same as is employed by other business institutionsa salesman that is pleasing—well behaved and obliging-a man through and through-one who has a good understanding of the household, and you'll find him an invaluable man.

Over 50 per cent of modern merchandising is done in this manner. The personal call is

proving a big pulling power.

There is no hard and fast rule to sell goods to all customers, but this salesman should have the ability to meet every customer a little differently, but just right—with a pleasant smile but not a silly grin.

Make this salesman call upon every home in your territory—he will be able to suggest many things that will appeal to the home life of the family and you can depend upon the housewife doing her best to help him.

When a new family comes to town, send him to them.

You can also show them that you are at least interested if you send them each a letter inviting their trade. IT PAYS.

#### ELECTRICAL GOODS ARE PROFITABLE

Many of our customers tell us they find electrical goods a most profitable line to add, and progressive and up to date merchants are giving far greater attention to this than formerly. As a matter of fact, electrical manufacturers and jobbers are recognizing the hardware merchant as the natural distributor for electrical goods.

Too often the electrical shop is run by a mechanic who is kept busy with his trade.

He thinks he doesn't have time to pay attention to better methods of store arrangement and displays, doesn't have time to read, to keep informed as to what other merchants are doing, or to visit around among other stores.

Very frequently he doesn't know what his cost and expense of doing business is, and he runs his business on a hit or miss method, more

often miss than hit.

These and other facts are making electrical manufacturers and jobbers seek the hardware merchants' trade. On the other hand, it is a line that properly belongs in the hardware merchant's stock, for electrical goods bring the trade of the women folk and appeal to an excellent class of trade. They are especially adapted for a nice appearance in window display and store arrangement, and the hardware merchant who is alive to the possibilities in his own community will not overlook stocking

Particularly at this season of the year will hardware merchants find some of the following

lines most acceptable. Electric Hair Dryers Electric Gaslighters Electric Egg Boilers Electric Heating Pads Electric Tea Kettles Electric Curling Irons Electric Flash Lights Electric Water Heaters Electric Vacuum Cleaners Electric Lamps

Electric Radiators Electric Grills Electric Samovars Electric Irons Electric Fans Electric Toasters Electric Stoves Electric Clocks

Electric Chafing Dishes Electric Cookers
Electric Portable Lamps Electric Percolators Electric Christmas Tree Outfits

Electric Washing Machines

How Do Yours Compare With Retail Selling Prices Published in This Issue?

## "Pit Falls of the Salesman"

Address of F. G. Higgin, of Pacific Hardware & Steel Co., Before the National Co-Operative Club of Salesmen

T once several present themselves to those who have traveled the part ship. A few are the lack of preparedwho have traveled the path of salesman-

ness, application and ability.

Are you prepared to stand the hardships and disappointments, to study faithfully, to apply yourself and develop your ability, if it lies along the line of salesmanship? We are not all fitted for the same walk in life. The alchemists of old were persecuted for claiming they could turn the baser metals into gold. But was their claim founded on the fact that by mixing iron, copper, zinc, etc., in a crucible

they could, by some secret process, turn out gold? Or was not this claim based on astrology by which they, in casting one's horoscope, could tell the walk of life for which one was best fitted and, by his successful labor, turn the baser metal of effort, properly applied, into gold.

#### What Is Salesmanship?

My subject covers a wide range of conditions and circumstances, so let us begin at the first principle—salesmanship. What is salesmanship? The sale of goods for a profit. This definition, while brief, is a broad and general one. It involves two conditions: first, a sale - a complete transaction by which the ownership changes hands for a valuable consideration; and second, profitthe transaction must be completed at a profit if real salesmanship be exercised; it is one thing to dispose of something; it is quite another to dispose of it at a profit; it is

margin of profit, whether great or small, that

makes the sale worth while.

So we come to the pit-fall, the lack of owing how to make a profit. The so-called knowing how to make a profit. salesman who is so weak as to be continually slashing prices and sacrificing profits is unworthy the name of salesman, regardless of the goods he may dispose of. The real salesman is continually sowing seeds that ripen into profits on future sales. So first learn the meaning of the word "profit," for on that word depends your ability to hold your position.

You will be interested in looking up the

definition of this word. It does not always mean money gain. The word is derived from the Latin "Profectus"—Advance—to make progress. Have you thought of it in that light? Do you realize that when a sale is made, although at a small profit, if you have sown the seed that will ripen into confidence, and made the impression upon your customer that you are honest in statement and knowledge of your business, that you have made a profitable sale which may lead to monetary gain in the future? So you have made progress—profit.

#### Bequisite Qualities.

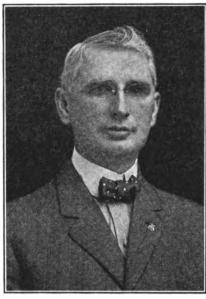
What are the requisite qualities of the profit salesman? Truthfulness, industry. honesty, strength of purpose to do right, a stout heart. I place truth first because it is the foundation of all the others. Shakespeare says, "To thine own self be true, and it must follow as the night the day thou canst not then be false to any man." Universal dictionary says, "Truth—The quality or state of being true; conformity to facts or reality, as of statements to facts; words to thought; motives or actions to professions; exact accordance with what is, has been or shall be."

Truth is principle. You may all prove this for yourselves. And you will find it the most valuable asset in your possession. You will find it the preventative of many pit-falls that lie in the every-day work of the salesman, especially that evil of misrepresenting goods or con-

ditions. Know your goods thoroughly; know their good and bad points-in fact, their every detail-before you try to sell them.

Having accomplished this, and having confidence in their quality, put your whole heart into your talk, make your prospect know that you believe what you are saying. And, from experience, I assure you that a statement made, based on true knowledge, will sell goods, where flowery language, based on superficial knowledge and just talk, will fail.

Wait Until You Know. Do not start out without knowing your



No one is better qualified to discuss this subject than Mr. F. G. Higgin, whose experience has been behind the counter, on the road, in charge of salesmen, as well as serving in an executive capacity with one of the largest hardware institutions of the country. He is a man of close observation and this article should be carefully considered by every salesman.

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goods and believing in them. Better far to fill a humble position at less salary, than that. Wait until you know. Then you will not find the pit-fall discouragement pushing you down hill into the valley of despair and failure.

Make sure of yourself and the line of goods to be sold. Start out by being honest with yourself, and you will be with employer and customer. A dishonest salesman may last for a time, but failure lies at the turn of the road. By dishonesty I do not mean the actual stealing of money, but wasting the time that belongs to your firm. How easy it is to say to yourself in the morning, as you lie in a comfortable bed in a good hotel, "No use getting up early—Jones won't be down until 8:30, and will not see me until 9:30." That is stealing your employer's time.

And how often you will find when you walk into Jones' store, smoking your after-breakfast cigar, that your competitor has been working with Jones for some time, secured the cream of the order and is on his way, while you are just starting. Then you write your house, "Business is poor with Jones, and he has not disposed of the goods I sold him last trip."

#### Another Pit.

Here you take another step into the pit of dishonesty. You make up your mind your competitor shall not be ahead of you again. Will you hold to the resolution? Or next day, when you have caught up with him, you have lunch with some congenial spirits, and as you come out of the dining room you see the competitor just going in. Plenty of time, you think, to sit down and talk things over with your friends, or perhaps play a game of pool; and an hour passes before you wake up. Mr. Competitor has been busy on the job for half an hour—and again you lose.

Then that bugaboo of the young or old salesman, discouragement, creeps in. Let it once get a foothold and it will grow so fast that you are down and out before you realize it. What is discouragement? Fear—the curse of the human race. And what is fear? Anxiety, ignorance, desire, caution, dread, horror, awe, dejection, or humbling of mind at, or, in the presence of, any person or thing—timidity, fearfulness, cowardice, doubt, mistrust. What Truth, love, faith, are the preventatives? courage, honesty, knowledge that fear has no power, self reliance, consideration, a stout heart. Clothed in this armor you are proof against discouragement or fear.

#### Your Attitude Influences Your Customer.

When discouraged your attitude is very apt to influence your prospective customer, who may himself be discouraged. And what, on the other hand, is more inspiring to a merchant than to meet a salesman whose clean, fearless, happy mind shines out in his face, as with a smile of good cheer he meets him?

You may never know the encouragement or help you may be meting out to that customer, and unconsciously sowing the seeds for future sales and profits. How much better this than meeting him with the liar of an evil thought or jest. Most people enjoy a good clean story or joke, but vulgarity does not carry you far. It leads to one of the wide open pits into which many men fall.

#### Drink Another Pitfall.

Drink—whiskey has been the cause of many a salesman's downfall. Some think (not as much as formerly) that the best way to start an order is over the bar. When I started on the road I followed a salesman who had this idea strongly in his mind. On a territory that should have taken him twenty-seven days to make it took him forty or forty-two. The first thing he said to a customer was, "Let us have a drink." And one led to another, so that time was lost in conviviality, and the trains passed on while he sobered up. But in going over this territory on the first trip I made it in twenty-five days.

I did not sell as many goods on that trip as my predecessor, but I established this fact—that I was there for business and not for pleasure. The next trip was a revelation. The customers knew that I was there for a certain time and they were glad to do business. The result was success. I recall a buyer of a large concern who intimated to all his traveling friends that the saloon around the corner was a good place to talk over the opening order. Today that man, instead of occupying a position of trust, is a porter in a large wholesale hardware house, on a salary on which he can just exist.

All this tends to weaken your manhood. You begin to avoid responsibility, and handicap yourself in the race for the higher position.

Elbert Hubbard said, "Responsibilities gravitate to the person who can shoulder them; and power flows to the man who knows." So study your line, and know; and give freely of that knowledge, for in the giving we gather more knowledge, as we often find new ideas in explaining what we know of our business; and by educating your customer you make a more successful merchant, which means increased sales for you, as you will find the customer always looking for you because you have something of value to give him. Do not fail him

Observe the improvements and up-to-date ideas of others. Improve upon them if you can and give him of your best thoughts. Put your whole soul into the work. Get your happiness out of your work, or you will never know what real happiness is. Mr. Taft says, "The man who is most to be wanted for positions of trust is the one who does not work for mere selfish gain, but for the love of the task. If he does his work for the love of it—and not out of consideration alone for the result—he

will serve his own interest best, for he will do his work well, and thereby make himself indispensable to his employer."

#### "Passing the Buck."

In conclusion, beware of the pitfall "Passing the Buck." It is most subtle. When your customer has a complaint, if just, use tact to adjust satisfactorily, both to him and to your house, avoiding always blaming the house for careless blunders. Analyze the mistake. Perhaps it was caused by lack of information on the order. But no matter what the cause, uphold the house, for in pulling it down you often drag yourself with it. Give the house Hail Columbia when you write; or come in, if you please; but avoid slandering it to others. If the claim be not legitimate, be diplomatic, but firm. Show the customer the injustice of his claim, and settle, if possible, without referring to the house. You are on the ground and should be the best judge. You can tell a man he is wrong to his face, and prove it, where the house may bring all the proof in the world to bear, and the fact that you passed it up to them weakens their statements. Shoulder vourself the responsibility.

Again, put your heart into your work, and keep moving. Motion is life—meaning forward motion. Backward motion is death. You can't stand still, for as soon as you do you slip back. There's one thing true—the world will help push you the way you are going—either up or down. Motion is necessary. It is puri-The mountain stream dashing along among the rocks is pure as crystal, but the idle pond becomes stale, putrid and poisonous, so that nothing can live in it. You must not stand still, boys. You must progress or slip Keep your morals and ideals brushed up each day, or soon you won't have any. Progress is the order of the day. Smile and push!

The Roberts Dearborn Hardware Co., Carlbad, N. M., who succeeded the Tracy Roberts Hardware Co., in 1909, report a most excellent season and a splendid business

The Tracy Roberts Hardware Co. was incorporated in 1902, taking over the stock, business and good will of the Tracy McEwan Hardware Co., which was organ-

ized in 1900.

The present owners, Messrs. C. H. McLenathen, President; F. L. Dearborn, Vice-President; and S. I. Roberts, Secretary and Treasurer, have been connected with the business since its inception. The business has been in existence now 21 years.

As they tell us Carisbad is in Eddy County, New Mexico, and is one of the best towns in New Mexico, and the Southwest, it being a large stock raising

and farming country.

They are looking forward with confidence to a splendid Fall and Winter business, with an increase over all previous years.

They find the Hardware World very interesting.

#### Mail Order Trade Spells Ruin.

Some of our readers may have read the following letter received from a German farmer, but it is full of valuable information and we take pleasure in

German farmer, but it is full of valuable information and we take pleasure in quoting it for the benefit of those who would profit by its pertinent logic:

"We farmers need awakening to the fact that we have unmistabably reached the period when we must think and plan. I am one of the slow German farmers that had to be shown and I am now giving my experience that others may profit for knowledge is more expensive now than ten years ago. I began my farm career. I had an old team and \$50. Our furniture was mostly home made chairs, cupboard and lounge made from dry goods boxes, neatly covered with tan cent cretonne by my girl wife. We rented 80 acres. Being a boy of good habits, I got all needed machinery and groceries of our home merchants on credit until fail crops were sold. The first year we had a bad season and I did not make enough to pay creditors. I went to each on date of promise and explained conditions, paying as much as possible, and they all carried the balance over another year. They continued to accommodate me until I was able to buy a forty-acre pleee of my own.

"As soon as I owned these few acress the mail order houses began sending me catalogues, and gradually I began sending my loose change to them, letting

me catalogues, and gradually I began sending my loose change to them, letting my accounts stand in my home town where I had gotten my accommodation

when I needed it.

my accounts stand in my home town where I had gotten my accommodation when I needed it.

"We then had one of the thriftiest little villages in the State—good line of business in all the branches, merchants who were willing to help an honest follow over a had year, and a town full of people who came twice a week to trade and visit. Our little country town supported a library, high school, band, ball team and we had big colebrations every year.

"A farm near a live town soon doubles in value. I sold my forty acres at a big advance and bought an eighty, gradually adding to it until I had 200 acres. I then felt no need of asking favors and found it easy to patronize the mail order houses. I regret to say that I was the first in the county to make up a neighborhood bill and send it to a mail order house. Though we got bit every once in a while, we got the habit of sending away for stuff..

"Gradually our merchants lessened their slock of goods—for lack of patronage. Finally we began to realize that when we needed a boil quickly for machinery, or clothing for sickness or death we had to send away for it, which wasn't so pleasant. One by one our merchants moved to places where they were appreciated and men of less energy moved in.

"Gradually our town has gone down; our business houses are 'taky' in appearance, a number are empty, our schools, churches and walks are going down, we have no band, no library or hall team. There is no business done in the town, and therefore no taxes to keep things up. Hotel is closed for lack of travel. On down to the depot when the fright comes in and you will see the sequel in mail order packages.

"Niney poare ago my farm was worth \$195 per acre; today I would have a hard matter to sell it at \$167 an acre. It is 'too far from a live town'—servery farmer has said that wants to buy. He wants a place near schools and churches, where his children can have advantages.

"I haye awakened to the fact that in helping pull the town down, it has oost me \$5.600 in nine years."

#### HONEYMAN HARDWARE COMPANY HARDWARE, IRON AND STEEL.

dore Hardware, Granite, Tin, Iron, Steel, We Ware, Outlory, Guns and Ammunitied, Athletic Goods.

PORTLAND, OREGOIL

#### JOBBERS COOPERATION

The Honeyman Hardware Co., Portland, Oregon, are always glad to cooperate with the merchants of the Pacific Northwest, and to make every effort to benefit retail merchants.

One method they recently used is to furnish the circular herewith, with the dealers' name and address printed thereon in place of their

These circulars are about 6x91/2 inches, and are just the thing for distributing or wrapping up in packages. They offer to furnish these to retail merchants in lots of a thousand for only \$3.50, lots of 500 \$2.00, and lots of 250 for \$1.25. This is matter the dealer will find worth while distributing among his farmer customers. It affords a cheap method of advertising, having the dealer's name and address printed on the bottom.

The Chehalis Hardware Co., Chehalis, Wash., is also doing a good business in farm implements and equipment, and report a very satisfactory season's business and an excellent outlook. They are preparing for a busy Fall trade.

How Do Yours Compare With Retail Selling Prices Published in This Issue?



TATION

### Freenfield Frothers

"The Apparel Store for the Man of Good Taste"
On Olive Between 7th and 8th

ST. LOUIS.

To Balance Statement Rendered

POOR BLE

There's a Bensen why we send you a statement every menth.

It is because we appreciate your trade and mant to merit its continuance,

It is because we want to keep you before us and surselves before you.

It is for no other reason, that we feel so confident in deserving your attention in apparel meed, as our store is being recognised as the "Apparel Store for the Man of Good Taste.

If there is any remeen why we do not deserve your patronage, we will be pisased to hear from you.

At your service,

**16J/J** 

CHETHYLELU BROTHERS.

### SENDING A MONTHLY STATEMENT WHEN NO PURCHASES ARE MADE

Greenfield Bros., St. Louis, who conduct a gent's furnishing store render a statement to everyone on their books whether purchases are made during the previous month or not.

Of course they don't charge a man for something he didn't get, and the statements do not show that any purchases have been made, but for customers who have not favored them with business during the previous month they have adopted the policy of sending them statements and explaining their reason for doing so.

7°11

## reenfield rothers

"The Apparel Store for the Man of Good Taste"

ST. LOUIS,

This is a receipt in full be This is a receipt in full be This 7574 of June, it shows you con't due as switches us is that the con- the state place above so haven't but the placement of charging anything to puse account but sends. The true tip becomes your wardrobe was full.  Our system therefore the first of every much, but the first of every much, but the first of every much, but the first of falses who have it been in its sea me. To den't under lose a single one of our sustant.  In short, the first in the lose us both in the Greenfield service is aimyo at your commant.	1 1
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TOJ/3 GREEFTELD STOTHERS.	
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It is a good idea, and one that could be followed by hardware merchants just as well as it can by furnishing stores.

This is one way to let your customers know you are anxious to keep in touch with them

and to have their business.

The value of this statement is that it is out of the ordinary. It will be read when the ordinary sales letter will be put in the waste basket.

#### U. S. WANTS INSPECTORS OF ORDNANCE EQUIPMENT

An examination for inspectors of ordnance equipment has been announced by the Civil Service Commission, according to a notice received from the Chief of Ordnance of the War Department Division. One class of this examination is for inspectors of hardware and metal equipment, comprising such articles as buckles, rings, fasteners, hand axes, wire cutters, intrenching tools, canteens, cups, meat cans, cutlery and other small articles of brass, iron, steel or aluminum.

Men who have had a high school or equivalent education and in addition have had four years' experience in a manufacturing plant making such articles as those described above will qualify for one class of inspectors—another class of inspectors requires men over twenty-five years of age who are graduates from a college or university of recognized standing and who have had one year's experience in a manufacturing plant, on the practical end of the work.

The duties of inspectors will consist in the organization and supervision of the inspection work in plants where equipment as described above is being manufactured. They will also be responsible for the preparation of the necessary reports covering the inspection, shipment and payment for the articles described.

The positions will be civil service appointments and the salaries will range from \$1200.00 to \$2400.00 per year, with additional allowance

for traveling expenses.

Those who are interested can obtain additional information from the Equipment Division, Inspection Section, 1330 F Street, N. W., Washington, D. C., or from any office of the United States Civil Service Commission.

#### NEVER LOST HIS RELIGION

An old negro arose in prayer meeting and said: Breddren and Sisteren: Ah been a mighty mean nigger in mah time. Ah had a heap er ups and downs, especially downs, since Ah j'ined the church. Ah stole chickens and water-millins. Ah cussed. Ah got drunk. Ah shot craps. Ah slashed odder coons with mah razor, and Ah done er sight er odder t'ings. But Ah t'ank the good Lawd, brethren and sisteren, Ah nebber yit lost my religion.''

## Ideas of Up-to-Date Merchants

O part of the country has a monopoly on up-to-date methods and progressive ideas. Some have been accustomed to look at what may be termed the newer sections of the country for progressiveness and enterprise, but we know that the readers of the "Hardware World" will benefit by the suggestions and ideas of one of the most progressive hardware institutions of the "Old Dominion," for Howell Bros. of Richmond, Va., not only have ideas, but they know how to put them into practice.

They make a close study of the conditions of their community and they are not afraid to do a little pioneer or development work of their

own when necessary.

Aside from this they have a very wideawake, progressive young man who keeps his eyes and ears wide open. He too is a student of human nature. Robert A. Frayser has always been a firm believer of the value of store and window displays.

A feature in connection with their work is the allotting of a portion of their store for the use of various athletic associations and clubs. This is something merchants in other sections

could profitably follow.

Even the Boy Scouts are not overlooked.

We are indebted to Mr. Frayser for his kindness in explaining to our readers a few facts in connection with their various departments, and we are glad of the opportunity of showing the readers of the "HARDWARE WORLD" one or two views of this progressive institution, although the photos do not do justice to it.

#### How a Golf Department Was Developed.

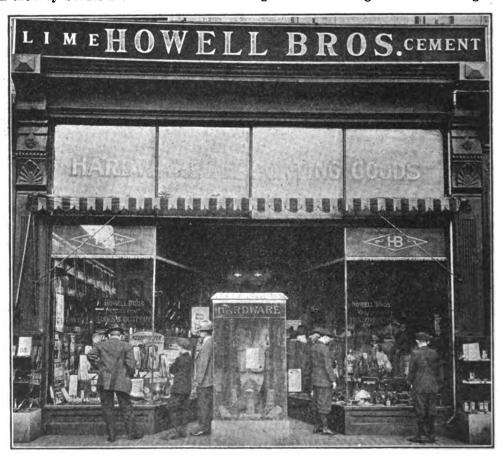
About four years ago we put in a small stock of golf supplies. It really could not be called a stock, because the stock we carried only consisted of a few iron and wood clubs, about three different kinds of balls and a selection of about three different styles of bags.

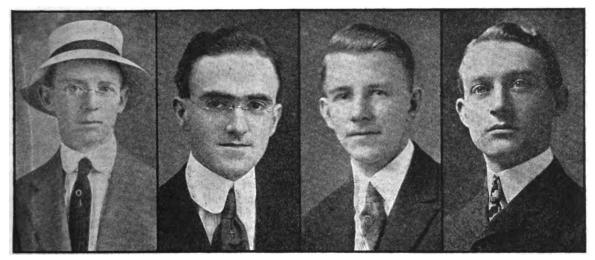
This is what we called a stock then. We gradually added to this stock until we carry

anything a golfer wants now.

It was Mr. George Howell who took charge of this side line, as he called it then. He himself being a golf player, was continuously thrown in with the golfers of the city, and he soon saw there was a large field for golfers' needs.

He noticed just what was used most at the clubs, and came to the conclusion that the golfers were using numbers of things that were





G. C. HOWELL.

H. TAYLOR. Manager.

R. A. FRAYSER. Adv. and Display Manager.

T. B. HOWELL.

not in his stock, so he made a memorandum of these things and ordered a small quantity to add to his stock; at the same time getting out a small booklet on golf supplies carried, and mailed them to the golf players.

This proved to be a business getter, as there began a demand for items we didn't carry. These customers we kept because we would order them and have in the house in a

few days.

This special order business has been very large with us, at the same time it makes friends for us, because they feel that if we haven't it in stock we would get it for them in a few days.

When a golf customer who is new at the game wants an outfit he is turned over to a saleman who understands golf, and he is able to tell the customer just what he will need.

We have a great deal of this to do.

Our golf department now occupies a large space on our mezzanine floor, and there we carry our line of athletic and sports shoes, sweaters and golf goods of all kinds.

Mr. G. C. Howell also has charge of the paint department.

#### Tools, Cutlery and Toys.

This department is in charge of Mr. T. B. Howell, who has made a practice of selling good tools and cutlery.

We carry everything that a workman would

need in tools, such as tools for

Cabinet makers, Carpenters, Plasterers, Electricians, Tinners. Brick layers, Wall paperers, Machinists.

Plumbers, etc.

While we carry a few cheaper grades of tools for some trade, we sell the best grade tools to the majority. We prefer to sell the best, as we believe that a workman will forget the price, but will always remember the tool, and come back.

In our cutlery department we practice the same thing of trying to always sell the best article. In this line we carry

Pocket knives. Slicers, Table knives, Steels, Carving Sets, Spoons, Butcher knives, Razors,

Silverware, etc.

In other words, a rather complete line of cutlery.

This line of goods is displayed in show cases on the interior, where they can be seen easily.

Mr. T. B. Howell also has charge of the toy department, that is, large toys such as

> Bicycles, Tricycles, Velocipedes, Wagons, Model builders. Automobiles. Sleds, Scootmobiles,

Kupie kars, etc.

While we sell a fair amount of them through the year, our large demand for these is around Christmas time; then we are over run.

#### Electrical and Housefurnishing Department.

These departments are in charge of our manager, Mr. H. T. Taylor. Mr. Taylor has built up this electrical line from a few flash lights to practically anything you desire, in just a few years.

This department is to the left, just as you enter the door, and the cases are displayed with electrical goods at all times. This line we consider a very good one; also a paying one.

Our Mr. Taylor also has charge of the housefurnishing department, which is growing rap-

How Do Yours Compare With Retail Selling Prices Published in This Issue?

idly. These goods are on the left of our store, towards the rear. The merchandise is in bins and on tables where a customer can handle them.

Gas and coal ranges, also oil cook stoves, are displayed on the second floor, where there is more space. These have proven to be a very good line.

Mr. Taylor having been in the hardware business for some years, has a great many friends who have dealt with him for their needs.

#### Sporting Goods.

This department has developed considerably in the last few years, until now we are known by sportsmen as being the leading sporting goods house in the city.

Mr. Frayser has charge of the buying and management of this department; he also is advertising and display manager.

Being somewhat of a sport himself, he has many friends who deal with him for their needs in this and other lines.

It has only been a few years since we started selling sporting goods on a large scale. We have always carried a few baseball and football goods, and a few tennis rackets; but in the last five or six years we have added to this line until you can get anything you need in the camp, hunting, athletic, fishing tackle, guns,

ammunition, canoes, tents, bathing suits; practically everything you find in a sporting goods store.

Every season we get out a small catalogue on Boy Scouts supplies, boat club supplies, golf and tennis supplies. These are mailed to customers interested in any of the particular lines. We have a list of the members at the different clubs that also receive a copy.

Our windows are kept neatly trimmed at all times with something in the sporting goods department. These displays are changed once to twice a week. The small cases are changed several times a week.

Our small counter cases are kept trimmed with sample goods with a number corresponding to a stock box where the goods are sold from. Our large goods, such as tents, canoes, camp furniture, etc., are displayed on the second floor. Customers desiring these goods are taken up there where they can be shown properly.

The sign and show card writer's department is also in charge of Mr. Frayser, who has built it up considerably.

"G. A. Wood and R. N. Stone were walking down the street. They passed a pretty girl and Wood turned to Stone and Stone turned to Wood—and then both of them turned to rubber!"



THE GOLF DEPARTMENT OF HOWELL BROS.

What these enterprising merchants have done, should be a lesson to merchants in other sections in developing this trade.



#### HOW WAR AFFECTS BUSINESS IN ENGLAND

. We are so constituted that we like to know what the "other man is doing," what his experience has been, and especially at this time, how war is affecting merchants in other countries.

There is probably no line of merchandising that is more susceptible to unfavorable war influences than those merchants handling a line of general merchandise and department stores.

In order that our readers may have for comparison a report of business in London stores as well as to know the policy of Wanamaker stores in this country, we believe the following statement will be interesting.

The first statement is that of Joseph H. Appel

of the Wanamaker stores.

"We base our optimism upon the following fundamentals: The planting of additional acreage at the call of President Wilson will increase largely the crop output of our country, which means more natural wealth.

#### Money Is Active and Plentiful.

"Large amounts of money are being expended in war preparations, giving work and good wages to everybody. This money is practically all being expended in the United States. Large expenditures made formerly by tourists now are made in our own country.

"Foreign trade merchandise is being supplemented largely by American merchandise, and American manufacturers are rising energetically to the emergency, and making products of a quality and character that came formerly only

from abroad.

#### Industrial Conditions in England Good.

"The experience of England and Canada, where business has remained good even in stressful times, is most encouraging."

The best way to establish the point (that war times are prosperous times) is by stating facts.

These are facts.

Some American merchants seem to feel that war times are lean times—times to economize—times to prepare for the worst. Such a view is contrary to all history—is heavily discounted right now, both by conditions in England and America.

Many of London's biggest stores show large profit increases in 1916 over 1915. They are not suffering from dull times, and England is far more seriously affected by the war than America. Here are the figures, remembering that a pound shilling in which these figures are given is approximately \$5.00:

#### Profits of Selfridge & Co., Ltd.

Year ending January 31, 1913	£104,029
Year ending January 31, 1914	. 131,546
Year ending January 31, 1915	. 134,991
Year ending January 31, 1916	. 150,222
Year ending January 31, 1917	

#### Other London Retail Profits.

	1915.	1916.
Whitley's	113,515	£128,515
Crow Wilson	11,495	16,381
Jay's	12,200	15,200
Dickens & Jones	26,700	50,800
Harris & Co	1,700	7,500
Liberty & Co	6,100	32,400
Nicholsons	9,600	12,800
Plummer Roddis	17,000	22,600
Swan & Edgar	6.400	15,400
Wallis & Co	21,400	30,700

In America, the John Wanamaker stores, of Philadelphia and New York, are planning for prosperity. Other stores with an ear to the ground and an eye on the future, are doing likewise. The Wanamaker stores this season have laid in the largest stock ever carried in the history of the business—\$15,000,00 in merchandise to be sold at retail

### FIVE HUNDRED DOLLARS CASH PRIZES FOR WINDOW DISPLAYS

Attention is directed to the announcement of the Aluminum Cooking Utensil Co., New Kensington, Penn., who offer \$500 in cash for the best window displays of their products.

As a matter of fact there are fifty-four prizes; prizes for merchants in towns of more than 25,000 population, prizes for merchants in less than 25,000. So that the small merchant has the same opportunity as the large merchant, and if he don't win the first cash prize of \$50, he has the opportunity of winning one of the other 26 prizes.

Every merchant has from now to December 25 to get in his window displays. Announcement should be noted in this issue.

We have always believed that Secretary Bryan's oft quoted "What is so mysterious as an egg?" was the last word in appreciation of the queen of breakfast foods. His tribute has been surpassed, however, by that of an old colored philosopher of our acquaintance.

"Chicken, suh," said this sage, "is the usefulest animal they is. You c'n eat 'em 'fo'

they's bo'n an' aftah they's daid!"

J. P. Krause has succeeded the Babson-Dickman Co. at Seward, Nebraska.

A. K. Mooney has purchased the stock of Martin Schaefer at Marion, S. D.

C. A. Modlin has bought the business of J. F. Modlin, at Beaver City, Nebraska.

E. J. Pream has purchased a new building into which he has moved his stock at Alma City, Minn.

The Tupper & Odden hardware stock, consisting of builders' hardware, heating stoves, kitchen housefurnishings, varnishes, etc., has been bought by Gardner Atherton Hardware Company at Osage, Iowa.



# TAX PHASE OF LIBERTY LOAN Next Installment Expected to Bear Four Per Cent and Subject to Income Supertaxes.

The declared intention of the United States Government to make the next installment of the Liberty Loan a 4 per cent taxable issue, immediately brings up the question of the probable effect of the taxable feature upon the market for the bonds. In the hands of the individual the proposed bonds, according to the plan, will be subject only to the income supertaxes. Naturally, this will increase the demand from persons of small incomes and tend to check the demand as the income rises.

For instance, the schedule of supertaxes as now proposed provides for levies ranging from 1 per cent between \$5000 and \$75,000 to 33 per cent on more than \$500,000. Consequently, an individual could own as much as \$125,000 4 per cent taxable Government bonds, on which the income would be \$5000, without being subject to tax, provided he had no other income. If he owned \$187,500 of the bonds, income from which would be \$7500, a tax of 1 per cent would be assessed on \$2500, or \$25. As the income and rate of tax progress the net yield on the bonds is steadily reduced from 4 per cent, until in the case of an individual paying tax on \$150,000 of such bond interest the yield is brought down to 3.47 per cent, or less than the yield from the original tax-exempt Liberty Loan issue.

The following table shows how the operation of the proposed supertaxes will contract the yield on a 4 per cent taxable Government

Income					Net yield
in			Amount		on 4%
1000's		% tax	of tax	Total	bonds
5			• • •		4.00%
71/2	1 (	on \$2,500	<b>\$25</b>	\$25	3.98
10	2	2,500	50	75	3.97
121/2	3	2,500	75	150	3.95
15	4	2,500	100	250	3.93
20	6	5,000	300	550	3.89
40	8	20,000	1,600	2,150	3.78
60	10	20,000	2,000	4,150	3.72
80	12	20,000	2,400	6,550	3.67
100	16	20,000	3,200	9,750	3.61
150	20	50,000	10,000	19,750	3. <del>4</del> 7
200	23	50,000	11,500	31,250	3.37
250	26	50,000	13,000	44,250	3.29
300	29	50,000	14,500	58,750	3.21
500	31	200,000	62,000	120,750	3.03
1000	83	500,000	165,000	285,750	2.85

It is interesting to note the amount of small subscriptions to the first Liberty Loan. A total of \$1,856,787,900 of the bonds was applied for in subscriptions ranging from \$50 to \$100,000. The higher sum means interest of only \$4000, which falls well within the figure at which the supertax begins to apply, which is \$5000. The lesson of these figures would seem to be, therefore, that a 4 per cent bond subject only to supertaxes as now proposed will touch the man of small or moderate means lightly or not at all; consequently the subscriptions from these sources should be of tremendous size.

#### AMERICAN HARDWARE MANUFAC-TURERS CONVENTION

The next convention of the National Hardware Association and the American Hardware Manufacturers Association will be held at Atlantic City, New Jersey, Oct. 17, 19 and 19, with headquarters at the Marlborough-Blenheim.

Secretaries Mitchell and Fernley promise the most interesting and helpful convention that has ever been held. A large attendance is expected.

Matters of vital interest to the nation, in which the hardware manufacturers are playing such a prominent part, furnishing the necessary equipment and supplies, will be discussed, and it might be proper to say this will be a patriotic gathering of American Hardware Manufacturers.

#### TODAY IS YESTERDAY'S TOMORROW

Today is the appointed time. Do it now. Don't put it off. Remember "procrastination is the thief of time." Do it and be done with it. A pleasant task done has its reward in the inevitable satisfaction which follows productive effort. An unpleasant task done has its reward in the realization that it is over with. Any way you view it, work done today is better done than if put off until tomorrow. Live today for today's sake.

Tomorrow never comes; it is as far away as eternity. Yesterday is gone and forgotten. Yesterday's resolutions are not even memories. Today is the only time; right now. Tomorrow is a habit and a bad one. Live today and every day as though it were the last day. Balance the book of life's work every night. Don't carry a balance of debt forward; it may never be paid. Collect your just dues every day.

Get your full measure of life's joys every day and pay for them right away. You have your share of the work to do; do it now. Don't shirk or put it off. The workers prosper; the drones wax fat for a while, but soon are shunted aside by the wheels of progress. When tempted to procrastinate remember that today's tomorrow never comes, but today is yesterday's tomorrow.

"Everybody has his faults," said Uncle Eben. "De principal difference in folks is whether dey's sorry for 'em or proud of 'em.

#### THE SERMON

An oriental preacher, asked about his methods of presenting his subject, volunteered the secret of sermonizing:

"When I set out to preach I always divide the sermon into three parts. First, I tell them what I'm going to tell them. Second, I well, I just tell them. And third, I tell them what I told them!"





FAYETTE R. PLUMB,
President American Manufacturers Hardware Association.

Although probably the youngest executive of this Association, Mr. Plumb is proving one of the most efficient, and is a worthy successor to those who preceded him.

No previous official has given more thought and study to the problems that confront the American manufacturers, and particularly at this time of world strife has his ability been shown in many ways.

#### BUSINESS IN THE WAR

Portions of the speech which Representative J. Arthur Elston recently delivered show that there is indeed another angle to the work of and for the government during the war than that which the obstructionists would present. The facts to which Mr. Elston called attention deserve to be widely known and remembered.

The member of Congress in voicing praise of the performance of the business men and industrial corporations in connection with the government's enterprises was moved solely by his sense of duty to be fair and to have the truth known. Mr. Elston cannot be charged by any one with being a friend of and pleader for "big business." This is what he said:

"If there is anything which distinguishes this war from former wars, it is the voluntary service, the sacrifice, the altruistic purposes and high ideals characterizing the people who are going into it, and not only them, but characterize the most sinister influences in this landthat is, big business. Big business now is being cut from the bottom and the top. At the top its profits are being cut in two in such a way that the Steel Trust will contribute, under the war revenue act, \$40,000,000 a year. Ten corporations will contribute \$273,000,000 out of the war budget of \$2,000,000,000—and you don't hear much grumbling, either. On the bottom, the government has the situation with regard to big business well in hand, and there is not a great spirit of opposition to its interposition at this crisis. It is getting its coal at half price, below what the consumer gets it. It gets its steel at the price it names, copper at half price, lumber \$10 a thousand below the price to the ordinary consumer."

That this statment is wholly true, a simple statement of the facts, may be known to all who read and study without prejudice. But unfortunately there are a great many demogogues and persons with sinister designs against their country's interests, in Congress as well as in private life, who are continually fighting to keep the truth obscured. They have not hesitated to deny business and industry the credit and the honor for such patriotism as it has shown.

It is true that some individuals have exhibited selfishness and rapacity instead of helping the government, and they have had to be regulated and must be watched in the future. But on the whole business and wealth are doing their bit. Mr. Elston has referred briefly to the part of "big business." An inspection at the army and navy enrollments will show that "great wealth" has more representatives in uniform, proportionately, than any other economic class.

M. Hurst has purchased the hardware store of Kern & Hahn at Stanton, Nebraska.



PATRIOTIC WINDOW DISPLAY

Hardware merchants are among the most patriotic business men in the world. They have been quick to respond to the appeal of the government to encourage patriotism.

These are the days when we are learning who are good Americans and who are not, (and aside from the aims sought to be accomplished by the war, it will perhaps serve a most useful purpose in cleaning up our own country, and letting us see where we stand.

Paul J. Greenwood, display manager for A. P. Hutton & Co., Kellogg, Idaho, sends us a snapshot of his patriotic window display, on the occasion of the annual Miners' Picnic, which was recently held.

This snapshot of course does not do justice to the window, which attracted a big crowd, and caused much favorable comment, but it is a neat and simple window trim that could be used by retail merchants in other sections of the country, and will not fail to evoke appreciation.

Joseph Hoeven, Sioux Center, Iowa, has purchased a hardware business.

George Calta has bought the Holmquist hardware store at Geddes, South Dakota.

Anton Plouzek has sold his hardware business at Crete, Nebraska, to E. Jalenck.

P. W. Barthel has purchased the stock of the Hull Hardware Company at Dassel, Minn.

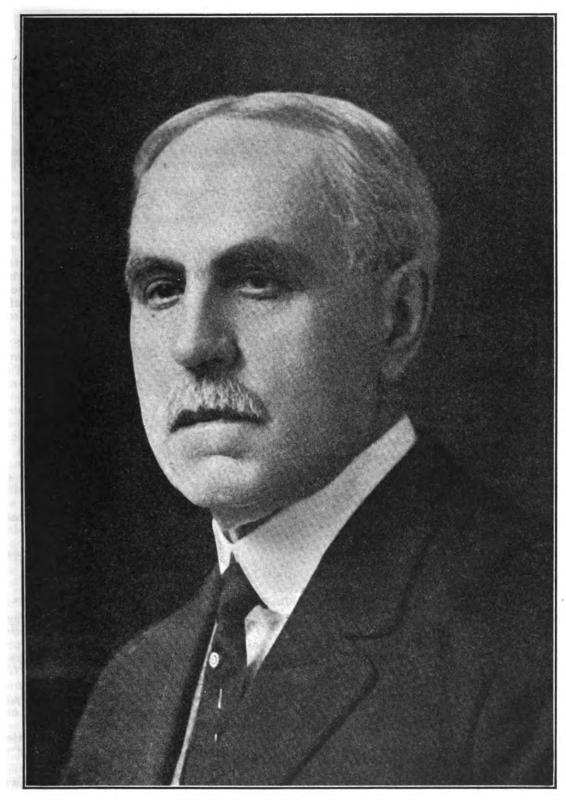
The Stith Hardware Company, Terry, Montana, have moved into their new building.

W. J. Wilson has sold his hardware store at Gothenburg, Nebraska, to P. C. Schroeder and Son.

Sommerness Brothers and Olson, Kenmare, North Dakota, have dissolved partnership, Oscar C. Olson continuing the business.

The Strong Hardware and Furniture Company, Strong, Ark., has been incorporated with a capital stock of \$20,000, by J. S. Dykes, W. L. Etheridge, P. M. Atkins and R. F. Harrison.

Many Merchants Find the Retail Selling Prices Published Each Month of Great Help to Them.



C. A. KNAPP,

President National Hardware or Jobbers Association, whose annual Convention is always held coincident with that of American Hardware Manufacturers and will be held at Atlantic City, N. J., Oct. 17, 19, 19.

As head of the jobbing house of Knapp & Spencer, Sioux City, Iowa, he is well known throughout the country.

# Window Advertising

Hints Upon the Best Methods to Obtain Appealing Results

By W. L. Fuller.

N the early days of merchandising the character of the retail or general store was not judged by its general appearance, any more than a man by the clothes he wore. Store fronts which in olden times fulfilled their mission well if they admitted a generous lot of light, today are considered valuable means of publicity and efficient silent salesmen. Today the store that gets a steady transient patronage has a window display and frontage reflecting prosperity, pro-

gression and success. Within the past twenty years there has been a noticeable improvement in the store fronts in all large cities.

#### Success Easily Noticed.

The success of window advertising is easily noticed by the effect the different store windows has in attractiveness and selling power on the masses of people who pass the store. When people stop and come near to your window, your window has got the great essential, the advertising punch.

In old times the style, if such it might be called, was to lay the goods in the window on the floor. The long and short, the tall, square and round shapes all formed a heterogeneous mass. Today, the most practical demonstration possible is given the line to be advertised.

Window advertising and newspaper advertising have so close a connection that usually the two fields are worked simultaneously. The well-featured window's selling power is doubled by crisp and up-to-date ads. in the town paper.

Within a few years it has become a custom to set apart one week in the Fall, usually in October, during which all merchants from coast to coast trim their windows with nationally advertised goods. At this time, too, the newspapers call attention of the public to the various windows so featured. There is usually a keen competition, as each merchant tries to outvie his neighbor, not as to special windows, but rather as to the most attractive featuring of

all the prominent lines. Hardware stores have become so modernized that they as well as other lines have their "opening windows."

#### The Punch in Advertising.

The punch in window advertising, the same as in newspaper advertising, is nothing less than the best, attractive and interesting impression, striking hard and sinking deep, caused by the advertising method. Window advertising

> of today is but an evolution of the old-time peddler's way of getting business. The days are not so remote when the tin peddler drove to the gate, and, letting down the different doors to his wagon, displayed his wares. Still earlier customs were for the peddler to first gain admission and create desire of ownership as he arranged his merchandise before the members of the house. often on the floor.

Successful window advertising cannot be expected if the campaign is carried on by any other than the most modern and up-to-date methods. Old-fashioned windows and narrow ledges and bottoms will not do.



W. L. FULLER. Whose window displays have brought many first prizes.

square.

#### Leaders and Trailers. In advertising, there

are just two classes, The leaders get the proleaders and trailers. fits and the trailers have hard work to keep

The modern store has an attractive and neat appearance on approach, and large, one-pane windows have taken the place of the five and six-paned ones of twenty years ago.

Hardware window advertising requires time of execution. A day is not too much, and on some complicated lines two days is often spent in securing the public's admitted punch in window advertising.

The window must be of good depth, six feet or a little more, and dust proof and well lighted. Window fixtures are a prime necessity; good work cannot be done without fix-



A FIRST PRIZE WINDOW.

Some time ago a local window contest was held at Manchester, New Hampshire, a \$100.00 prize scholarship being offered by the Chamber of Commerce for the best window.

fall opening was to be featured. Here is the prize window which was trimmed by William L. Fulton, who was connected with the Manchester

Hardware Co. at that time. The ideas and suggestions that are embodied in this window could be used to advantage by other merchants and Mr. Fulton, who made the trim, generously offers other merchants the privilege of using his ideas and suggestions or improving upon them where it can be done.

The balloon shown in the photo was kept constantly in motion by a concealed fan.

The panels are painted on beaver board, the trimming is wheat and sprigs of pine boughs, bottoms of pine needles, yellow silk sunburst in the center of the back.

The sale impetus was immense.

These fall window trims are now in season and we should like to have similar photos from any of our subscribers.

More attention is being placed to window trimming by up-to-date merchants everywhere, for it is advertising that reflects the individuality and personality of a store to a far greater extent than anything else can. Mr. Fulton has trimmed windows from one end of the country to the other, having formerly been connected with the J. Swift Hardware Co., Castle Rock, Washington, who were later succeeded by the Wehje Dahlman Co., and afterwards he was with the City Paint and Hardware Co., South Boston, Mass.

These fixtures are not an expensive investment if properly cared for. A suitable room should be set apart for their keeping, and the working out of the trimmer's idea. More than anything else and quite indispensible are the stands and price-card holders.

In the best and largest dry goods and department stores, backgrounds are an important factor in the attractive make-up of the window. The modern hardware window also features backgrounds in the same way. Scenic backgrounds are veritable stumbling blocks to many a trimmer. Unless well done they are more damage than help to the window man.

Every commodity has its particular style of exhibition for advertising. The same rules apply to all lines: Don't overcrowd. Observe the rules of balance and symmetry, massing and color harmony.

Many windows are failures because of repellant combinations in color. Timid featuring does not beget good windows. Bold and strong displays may be tempered and shaded, but it's hard to correct a trim that shows the fearfulness of the trimmer.

There are those who may be very efficient in other lines, but who cannot dress a window. When a firm has a good window man they have got a prize. Especially in a hardware store.

Help them in every way to make your window advertising the best in town. If they succeed in prize contests, place the award to their credit. If their current of genius and originality is coming your way, don't stop it; help it by all means.

Window advertising must be original or in spite of the best counterfeiting it will have a flat characteristic. The highest selling power of the hardware window is achieved along these lines, and when trimmed by this method, the attaching of price tickets completes the scheme.

The window must be well lighted at night, preferably, I should say, by the reflector method directly overhead, close to the front of the window. Motion in a window is the last word in window advertising. But it must not detract from the selling power of the window. The units in the hardware window display must exhibit a cooperation that is truly agreeable and consistent. Different seasons have their distinct lines. Every window should be trimmed as if in a contest. The most minute slightings of work often show up when the photograph of the work is taken.

In these days of modern hardware storekeeping, the dealer has everything to encourage him. He is not dealing with a multitude of unappreciative beings, but people who know good service and good values, and are certainly patrons when they get the real punch in win-

dow advertising.

#### CONGRESS OF PURCHASING AGENTS

From the standpoint of practical analysis of business conditions and consequent suggestions for the shaping of a course to meet extraordinary conditions yet to come, the Annual Congress of the National Association of Purchasing Agents, to be held in Pittsburg October 9, 10 and 11, is taking on an importance which

is impressing itself nationally.

It is recognized that the purchasing agent, particularly during business periods such as now prevail, must be expert not only in the unerring probing of business conditions, but must build upon the sequence of his experience, opinions which must correctly anticipate the future. Failure to anticipate the trend of business affairs, as swayed or regulated by the progress of the war, will be a blunder impossible to remedy. With this fact generally recognized, there can be no doubt that, out of the meetings to be held in Pittsburg, both formal and informal, will come much of the most important industrial and commercial news of the year.

For the first time since the organization of the association five years ago, the importance of participation in a "clearing house" of information has impressed itself on not only

the association members, but the firms and great industries with which they are connected. Practically all the members will attend the convention, which means that not less than 1500 men, required to be expert in the analysis of business conditions, in the causes which lead to fluctuation of prices, in the effect of national events on the commercial market, will meet for exchange of experience and opinion and for formal discussion of plans for the future. They will gather in Pittsburg from all points, traveling in special trains from both East and West, and they will represent the major industries and general business activities of those districts of which the centers are the cities of New York, Chicago, Philadelphia, Cleveland, Pittsburg, Baltimore, Boston, Detroit, St. Louis, Columbus, Buffalo, Rochester, South Bend, San Francisco, Los Angeles and many other smaller, but important cities.

Considering that there is to be in Washington a central purchasing commission for the United States and its allies, which ostensibly will be for the purpose of providing a uniform system for purchases, such as the cost of production plus a reasonable profit, with the idea of establishing a basis for sound business conditions, the convention of purchasing agents in private employ unquestionably will be the means of suggesting and developing ideas through which private business may have voice in the founding and operation of such a vitally

important commission.

Wisdom in connection with the specialized business of purchasing comes mostly from experience, and the experience to be represented at the convention will prove its influence upon the Federal Commission through its expression in convention.

It is anticipated, too, that the informal discussions between individuals and groups during the convention, with attendant publicity, will bring to the public a much clearer idea of just what problems must be met and solved, if business is to be maintained during the War.

The Farmers' Hardware Co. will erect a new warehouse, one story, at Lancaster, Minnesota.

E. J. Faut has put in a new store front and steel ceiling and added floor space 50x50 at Brookfield, Mo.

O. H. Gregerson & Son have disposed of their implement stock to the Nevis Implement Co. at Nevis, Minnesota.

The stock baseball goods, cutlery, builders' hardware, fishing tackle, mechanics' tools, etc., of P. Delabar is now owned by H. D. Dohe at Firth, Neb.

The implement and hardware stock of Frederick C. Shogren at Bellingham, Minn., has been bought by Johnson Brothers, who have a branch store also at La Bolt, S. D.

Many Merchants Find the Retail Selling Prices Published Each Month of Great Help to Them.





#### CALIFORNIA DEALERS HOLD FALL MEETING

It is customary for the California Retail Hardware Association, and the Southern California Hardware Dealers to hold semi-annual conventions, which were recently held at Venice, Cal., for the Southern Dealers, and at San Francisco Sept. 27 for the rest of the state.

President Maxwell and Vice President L. T. Hammersley gave an interesting summary of hardware conditions, and the necessity for close cooperation among retail merchants was em-

phasized.

Discussion of prices and terms likewise came in for an interesting discussion, and other matters such as the continued increase in the cost of doing business, collections, side lines, automobile accessories, were also discussed.

California merchants as with dealers in all sections, are paying particular attention to the sale of automobile accessories and supplies, tires, lubricating oils, etc.

Both associations are in good shape, and the meetings were well attended.

J. C. Thomas has bought the Ulysses Hardware Company's stock at Ulysses, Nebraska.

#### NORTH DAKOTA ASSOCIATION MEETS IN **FEBRUARY**

Grand Forks, North Dakota.

To the Editor:

Our executive board has decided on holding the next annual convention on February 13, 14, 15, 1918. No decision has as yet been reached in regard to the convention city, but another meeting will be held during the next ten days and definite action taken.

If you will kindly make mention in your next issue of the dates we have selected it will be greatly appreciated. Yours truly,

NORTH DAKOTA RETAIL HARDWARE ASSOCIATION, C. N. Barnes, Secretary.

Barton & Froman recently suffered a small loss by fire in their hardware store at Albany, Oregon.

James O'Connor is installing a hardware stock at Petaluma, Cal., in what is known as the Brainerd Jones Building. He will carry this hardware stock in connection with his contracting business.

The Blythe Hardware Ce., Blythe, Cal., has been incorporated with an authorized capital stock of \$10,000, the incorporators being R. H. Patten, Ethel M. Patten of San Diego and Elmer Layton of Blythe.



### How a Soldier Found His Bible in a Pack of Cards

PRIVATE soldier, by the name of Richard Lee, was taken before the magistrate of Glasgow for playing cards during divine service.

A sergeant took some soldiers to church, and when the parson had read the prayer, he took the text. Those who had a Bible took it out, but this soldier had neither Bible nor common prayer book, but pulled out a pack of cards, and spread them before him. He first looked at one card, and then at another. The sergeant of the company saw him, and said:

"Richard, put up the cards; this is no place

for them."

"Never mind that," said Richard.

When the services were over, the Constable took Richard a prisoner, and brought him before the Mayor.

"Well," said the Mayor, "what have you

brought the soldier here for?"

"For playing cards in church."

"Well, soldier, what have you got to say for yourself?"

"Much, sir, I hope."

"Very good; if not, I will punish you se-

verely."

"I have been about six weeks on the march. I have neither Bible nor common prayer book; I have nothing but a pack of cards and I hope to satisfy your worship of the purity of my intentions.

#### Soldier Finds Bible in Pack of Cards.

Then, spreading the cards before the Mayor he began with the ace.

"When I see the ace it reminds me that

there is but one God.

"When I see the deuce it reminds me that there are Father and Son.

"When I see the trey it reminds me of the

Father, Son and Holy Ghost.

"When I see the four, it reminds me of the four evangelists that preached, Matthew, Mark, Luke and John.

"When I see the five it reminds me of the five Virgins that trimmed their lamps. There were ten of them, but five were wise and five were foolish, and were shut out.

"When I see the six, it reminds me that in

six days the Lord made heaven and earth.
"When I see the seven, it reminds me that on the seventh day God rested from the great work he had done, and hallowed it.

"When I see the eight, it reminds me of the eight righteous persons that were saved, viz.: Noah and his wife, his three sons and their wives.

"When I see the nine, it reminds me of

the nine lepers that were cleansed by our Savior. There were nine out of ten who never returned thanks.

"When I see the ten, it reminds me of the ten commandments which God handed down to Moses on the tablets of stone.

#### King Stands for King of Heaven.

"When I see the King, it reminds me of the great King of heaven, which is God

Almighty.

"When I see the Queen, it reminds me of the Queen of Sheba, who visited Solomon, for she was as wise a woman as he was a man. She brought with her fifty boys and fifty girls, all dressed in boy's apparel, for Solomon to tell which were boys and which were girls. The King sent for water for them to washthe girls washed to the elbows, the boys to the wrist—so Solomon told by that."

"Well," said the Mayor, "you have de-

scribed every card in the pack but one."
"What is that?"

"The knave," said the Mayor.

"I will give your honor a description if you will not be angry."

"I will not," said the Mayor, "if you will

not term me to be the knave.

"The greatest knave I know of is the Con-

stable that brought me here."
"I do not know," said the Mayor, "if he is the greatest knave, but I know he is the greatest fool.'

"When I count how many spots there are in a pack of cards I find 365, as many as there are days in the year. When I count the number of cards in the pack I find fifty-two, the number of weeks in a year.

"I find there are twelve picture cards in a pack, representing the number of months in a year, and on counting the number of weeks

in a quarter, thirteen.

"So you see, a pack of cards serves as a Bible, almanac and common prayer book, all in one."

T. A. Thomas has bought the Radke hardware stock in Belle Plaine, Minnesota.

The hardware store formerly owned by E. J. Ellis at 1405 Robinson road, Grand Rapids, Michigan, has been bought by Harry F. Wells.

F. H. Keyes and Frank Green have purchased the hardware stock of J. A. Ball at Northome, Minnesota, and will move it to International Falls.

The McCollum Hardware Company, Iowa, has been incorporated with a capital stock of \$10,000 by C. A. McCollum, J. W. Krell and S. A. Harp.



# New Ladd's Discount Book No. 3

A new and enlarged edition of this standard work, comprising the most comprehensive collection of discounts ever printed, as well as many other valuable computations for commercial purposes, is now ready, after months of preparation by the compiler and editor, William J. Ladd.

Is one of the greatest time and labor-saving productions of the age. The net of any amount at any discount can be obtained in a second. The calculations have all been carefully checked. No proving is necessary. It is invaluable for pricing and checking invoices, figuring inventory, making prices, figuring profit, etc. Note the equivalent discounts. Are they worth anything to you?

It contains more than 300,000 Computations including New Discounts and Combinations which have come into use within the last few years. Nearly 600 pages, all double indexed.

60, 10, 10, 7% & 2%.												
1 00.29 2 00.58 2 00.87	22 1 44 1	1 03.21 43 03.50 65	91 06.13 99 06.42 93 06.72	364 <b>31</b> 386 <b>39</b>	09.05 84 09.35 06 09.64 28	41 11.9 49 12.2	8 05 <b>5</b> 7 27 <b>5</b>	1 14.90 26 2 15.19 48 2 15.48 70	<b>61</b> 17.82 47 <b>69</b> 18.11 69	71 20.74	89 <b>89</b> 23.66 8	91 36.59 09 92 26.88 31
<b>4</b> 01.16 <b>5</b> 01.46	88 14 10 1	04.09 09 5 04.38 31	<b>94</b> 07.01 <b>95</b> 07.30	130 <b>34</b> 152 <b>35</b>	09.93 51 10.22 73	44 12.8 45 13.1	5 71 <b>5</b>	4 15.77 92 5 16.07 14 6 16.36 86	<b>64</b> 18.70 13 <b>65</b> 18.99 3	74 21.9	34.83 T	94 27.46 75 6 95 27.75 97
	55 17 77 1	05.25 97	<b>97</b> 07.88 <b>98</b> 08.18	96 <b>37</b> 318 <b>38</b>	10.51 95 10.81 17 11.10 39	47 13.7 48 14.0	3 38 <b>5</b> 2 60 <b>5</b>	7 16.65 58 8 16.94 80	67 19.57 79 68 19.87 0	77 22.4	y de	98 28.63 63
9 02.62 10 02.92	99 1 21 <b>9</b>	05.55 19 05.84 41	<b>39</b> 08.47 <b>30</b> 08.76	40 <b>39</b> 62 <b>40</b>	11.39 61 11.68 83	<b>49</b> 14.3 <b>59</b> 14.6	1 82 <b>5</b>	9 17.24 02 0 17.53 24	<b>69</b> 20.16 23 <b>70</b> 20.45 4			23 97
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1 00.28 9 00.56	47 11 94 19	03.13 19 03.41 66	<b>91</b> 05.97 <b>99</b> 06.26	90 <b>31</b> 337 <b>39</b>	08.8 <b>2 62</b> 09.11 09	<b>41</b> 11.6' <b>49</b> 11.9	7 33 <b>5</b> 5 80 <b>5</b>	1 14.52 05 2 14.80 52	61 17.36 76 69 17.65 23	71 20.21 79 20.49	48 <b>81</b> 23.06 1 95 <b>89</b> 23.34 6	16 06 15 10 51 06 07 10 10

The section above shows a part of a page of the book. There are six tables on a page. Put your finger right on the net the hand shows: The net of 73 cents is 21 cents, \$7.30 is \$2.13, \$73.00 is \$21.33, \$730.00 is \$213.31, \$7,300.00 is \$2,133.11.

#### OTHER USEFUL TABLES

Net of One Dollar showing all discounts arranged numerically, with different ways given for their application.

Per Cent Profit. Tables for adding percentage, affording an accurate and rapid way of making prices with profit added.

U.S. Money Into Foreign Money and Reversed. Pounds, marks, francs, kronen, etc.

Numerical Arrangement of Figured Nets brings the different nets together numerically and increases the value of the other tables.

Twelfths of a Dozen or Gross. These tables, arranged on the plan of the Discount Tables, give the price of fractional parts of a dozen or gross.

600 Pages. Double Indexed. Size, 8 x 11 inches. Cloth. Price, \$6.50, Including a Full Year's Subscription to the HARDWARE WORLD.

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288 Taylor St., corner Tenth, Portland, Oregon. 204-207 Scott Bulking, Salt Lake City, Utah. 220-225 Pacific Bulking, Vancouver, B. C., Canada.

Boatmen's Bank Building, St. Louis, Mo.



#### OBLIGATORY TRAINING AND VOTING By E. P. Ripley.

It will be cheaper to win the war than it will be to lose it. The school of experience is very thorough and sometimes very harsh, and the tuition is often high, but there are times when there seems to be no other way really to get results.

As a nation we have failed to heed the advice of the "fathers" of our country when they admonished us to prepare for war in time of peace. Not having done this, we must now pay the price of our neglect. I believe ultimately we will win the war and that democracy will survive and that autocracy will be stricken down, for a time

It is not my purpose to criticize the administration for what it has done or what it has failed to do. I will leave that to others. My purpose is rather to point out some dangers, the ignoring of which may cost us rivers of blood and billions of dollars.

This raises the question whether a hundred millions of people, covering a vast area, with diversified and somewhat conflicting interests. really are permanently capable of self-government. Democracy is the greatest experiment of civilization and it is yet on trial. Volumes could be written upon the dangers to democracy as related to our own country. Space, here, will permit of dealing only briefly with two factors that appear to me to be both pressing and fundamental.

We are the most lawless people of any civilized nation, and I believe the reason for this is the lack of discipline in the American home and lax administration of our laws. Our children, as a class, resent discipline as an infringement upon their rights. They are headstrong and inconsiderate. Not being controlled and guided, they lack self-control. In failing to insist upon immediate and full compliance with reasonable requests, parents do their children a grave injustice and make trouble for them and others in the years to come. Similarly our courts and juries are too lenient in punishing infractions of law.

It is my opiinon, after a long period of observation and study, that the best corrective of this condition is compulsory military training. This would do more than any other agency to build up the physical manhood of young men, to instill patriotism, to create a respect for authority, to teach self-control and make the young man taking it more capable of adapting himself to meet any situation in life. It would broaden his vision, clarify his thinking, and bring home to him the fact that in a democracy every man owes the country an obligation that, whether rich or poor, he must pay in personal service and upon equal terms with

every other young man in the country, and must yield obedience to authority.

The plan outlined in the Chamberlain bill for universal military training now before Congress is a well-thought-out measure. It insures a square deal for all. It will bring together young men from all walks of life and from all parts of the country; boys from the homes of luxury and boys from the homes of poverty. It will put them in the same uniform, they will have the same duties to perform and will receive the same training without any distinction. This will break down caste, remove misconceptions; it will integrate us into a real nation. It will teach our young men to think in national terms and make democracy a living thing instead of an empty pretense.

Congress can do nothing more necessary (after the present emergency legislation shall have been disposed of) to aid us in the present war and insure the future safety of the nation and at the same time the regeneration of American manhood, then to pass something like the Chamberlain bill, and this should be done without delay, the training under it to begin as soon as the men called for service by the selective process shall have vacated the cantonments now under construction.

The next important factor in the safeguard-

ing of our country is the compulsory use of the franchise. Popular government, or as the great-souled Lincoln said, "a government of the people, for the people and by the people,' requires that everyone entitled to vote shall do so. In no other way can we have a safe, honest and efficient government, and without such participaton democracy cannot continue. We must realize that we are not living in a fool's paradise. We are in a real world and we must take a man's part in it. The price we must pay for liberty, if it is to continue, is training for citizenship plus sacrifice and service.

Charles H. Bell and Gus Schimmelpfennig, Delta, Iowa, are now owners of the Snodgrass Hardware Company.

The Garza Hardware Company, Eagle Pass, Texas, has been incorporated with a capital stock of \$10,000 by Jose Angel Garza, Richardo Garza and Jose Angel Garza, Jr.

The Davis Hardware Company, Mount Vernon, Washington, has been incorporated with a capital stock of \$16,000, by Maggie R. Davis, Edmund Davis Winnifred Davis and Russell Davis.

The Burnham-Benson Hardware Company, Eau Wisconsin has been succeeded by Schroeder-Nielson Hardware Company, which was just incorporated with a capital stock of \$25,000, by George W. Schroeder, Andrew J. Neilsen and R. P. Wilcox.



#### COMING CONVENTIONS

The National Hardware Association and the American Hardware Manufacturers' Association Joint Annual Convention, Atlantic City, N. J., Oct. 17, 18, 19, 1917. F. D. Mitchell, 233 Broadway, New York City, secretary-treasurer American Hardware Manufacturers' Association, and T. James Fernley, 505 Arch Street, Philadelphia, Pa., secretary-treasurer National Hardware Association.

Kentucky Hardware and Implement Dealers' Association, Louisville, Ky., Oct. 30, 31, Nov. 1, 2, 1917. J. M. Stone, secretary, Sturgis.

Pacific Northwest Hardware and Implement Association, Spokane, Jan. 16, 17, 18, 1918. E. E. Lucas, secretary, Spokane, Wash.

Indiana Retail Hardware Association, Indianapolis, Jan. 29, 30, 31, and Feb. 1, 1918. M. L. Corey, secretary, Argos.

Wisconsin Retail Hardware Association, Milwaukee, Feb. 6, 7, 8, 1918. P. J. Jacobs, secretary, Stevens Point.

Michigan Retail Hardware Association, Saginaw, Feb. 12, 13, 14, 15, 1918. Arthur Scott, secretary, Marine City.

Pennsylvania and Atlantic Seaboard Hardware Association and the New York State Retail Hardware Association Joint Annual Convention and Exhibition, New York City, Feb. 12, 13, 14, 15, 1918. Headquarters, Hotel Astor, for both associations. Exhibitions in Madison Square Garden. W. P. Lewis, Huntington, Pa., secretary-treasurer Pennsylvania and Atlantic Seaboard Hardware Association, and John B. Foley, City Bank Building, Syracuse, N. Y., secretary New York State Retail Hardware Association.

North Dakota Retail Hardware Association Convention, Feb. 13, 14, 15, 1918. C. N. Barnes, secretary, Grand Forks.

Minnesota Betail Hardware Association, St. Paul,

Feb. 19, 20, 21, 22, 1918. H. O. Roberts, secretary, Metropolitan Life Building, Minneapolis.

Ohio Retail Hardware Association Convention, Columbus, Feb. 19, 20, 21, 22, 1918. James B. Carson, secretary, Dayton.

New England Hardware Dealers' Association Convention, Boston, Feb. 20, 21, 22, 1918. George A. Fiel, secretary, 10 High Street, Boston, Mass.

- Cita pag il Ljaj Bijkajih Pago Yaru

ARE YOU SAVING YOUR MONEY to invest in the NEXT ISSUE of the LIBERTY LOAN

#### SUFFRAGE STORY

A negro woman was arguing and arguing with her husband, and when she had finished he said, "Dinah, yo' talk don' affect me no mo' than a flea-bite."

"Well, niggah," she answered, "I'se gwana keep yo' scratchin'."



# **BRIER HILL STEEL CO.**

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WRITE FOR PRICES WE WILL DO THE REST

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#### KNOWLEDGE NEVER GOES AMISS

That every ambitious young man who is receptive to new ideas and has his eyes and ears open to possibilities, can always turn his experience to good advantage is amply proven in the case of H. F. Miller, who began his business career some eleven years ago in the sales department of the Western Electric Company of New York.



H. F. MILLER, Advertising Manager, Goulds Mfg. Co.

After two years training in the sales department he was made a member of the advertising staff. Successive promotions came to him as the result of his hard work and application to business, and in 1913 he had complete charge of advertising the supplies which that company sold.

Partly through his efforts the company began an advertising campaign in 1907. He had previously begun an investigation and analysis of the market for their products, and it was this knowledge that he turned to good advantage in their methods of distribution through the jobber and dealer.

After a short interval with the Otis Elevator Company he decided that the Goulds Manufacturing Company of Seneca Falls, N. Y., was the kind of an institution with which he wanted to be identified.

It gave him the opportunity of growth and development, and while Mr. Miller will not admit it himself, yet we have heard it said that he has had considerable to do with the advertising policy of the Goulds Manufacturing Company. The success attendant upon his efforts amply justifies the correctness of these ideas, for wherever you find a distributor of the Goulds line, you find an enthusiastic

booster for a product that is backed up and given loyal cooperation by their sales and advertising department.

Just as "trade follows the flag," so sure it is that sales result from the proper cooperation between the sales and advertising departments.

Mr. Miller's experience is sufficient to convince any "doubting Thomas" who is sincerely working for the advancement of his employer's interest, that intelligent effort will always find a way or make one.

The Marshall Hardware Co., Republic, Wash., suffered a \$15,000 loss by fire with \$7000 insurance.

W. S. Flower is now conducting the business formerly known as Flower & Johnson at Kanawha, Iowa.

The Erb Hardware Co. recently suffered a loss by fire of \$9000 with an insurance of \$900, in thir stock at Culdesac, Idaho.

The Rich Hardware Co., Phoenix, Arizona, had the misfortune to lose the stock in their warehouse, by fire, estimated at \$5000.

Frost Wilder and F. W. Whaley, Fairvew, Montana, have purchased the stock of the Montana Hardware Company from Hardy Brothers and A. M. Gardner.

J. F. Samuel & Son, Castle Rock, Wash., have recently been shipping tools to the manual-training department of the Y. M. C. A. at Shanghai, China.

The Fallbrook Hardware Co., Fallbrook, Cal., who handle a full line of hardware, household furnishings, plumbing material, paints, oils, farm machinery, report a very satisfactory season's business.

W. L. Carter has purchased the grocery and hardware department of the Needles Co-Operative Mercantile Co., Needles, Cal., and will continue the business.

The Holgate- Enderson Hardware Company, Brownfield, Texas, has been incorporated with a capital stock of \$10,000, by R. H. Holgate, S. H. Holgate, A. W. Enderson and C. C. Handley.

Robertson & Cassou of Escondido, Cal., have purchased the hardware stock of the Escondido Rochdale Co., and have added it to their own stock. They report a very satisfactory season's business.

The Malone Hardware Co., Roswell, New Mexico, have incorporated with an authorized capital stock of \$25,000. The incorporators are E. P. Malone, H. P. Saunders and T. H. Malone of Roswell, New Mexico.

The San Pedro Hardware Co., San Pedro, Cal., reports a most excellent season and a splendid outlook. They are carrying full lines of everything pertaining to hardware, stoves, tinware, brass and iron fittings, and have no reason to complain of the business they are doing or the outlook for the future.

Jameson Hardware Co., McMinnville, Oregon, are now installed in a new two-story building recently erected for them. They have a most attractive store, which gives them the facilities for carrying an increased stock. They are handling full lines of hardware, household furnishings, implements and vehicles. They report a splendid business, and expect to keep busy throughout the balance of the year.





# Facts on Galvanoid

GALVANOID is heavily electro zinc coated after weaving by our superior galvanizing process.

GALVANOID then receive a covering of transparent varnish, which protects the pleasing gray finish and adds to the firmness and life of the cloth.

GALVANOID is firm, durable and attractive. It is quality goods and looks it.

GALVANOID has "made good" with the trade, having justified our claims that it is the **best** galvanized cloth at any price.

# "Its Popularity Grows"

Order from your jobber. If he does not handle Galvanoid, write us and we will see that you are supplied.

We also manufacture

PAINTED GALVANIZED
AMERICAN BRONZE
GALVANOID ENAMELED
COPPER SPECIALS

### American Wire Fabrics Company

Chicago

Factories:

Clinton, Ia. Niles, Mich. Mt. Wolf, Pa.

#### CANADIAN MERCHANT'S UNIQUE AD-VERTISING

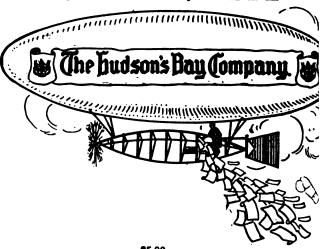
Reference was made in a recent issue of the "HARDWARE WORLD" to the enterprise and progressiveness of the Hudson Bay Co., Calgary, Canada.

During the Calgary Industrial Exhibition recently held the Hudson Bay Co. sent up an airship or balloon, from which 200 circulars were dropped daily, the airship leaving at 11 A. M. daily.

The circulars were worth 25 cents in merchandise. One of the two hundred circulars that were dropped each day was worth \$5.00 in cash to the lucky finder. There were no restrictions to the offer. The remaining 199 that were dropped each day were worth 25 cents to the finders who purchased \$2.00 or more in merchandise for each circular they find.

The Hudson Bay Co. report this a very successful advertising stunt, attracting the attention of the entire city and community.

Airship Leaves Hudson's Bay Roof 11 A. M.



#### You May Be the Lucky One.

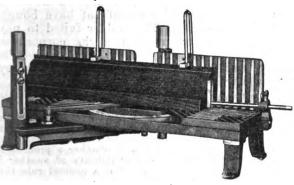
Any one of the circulars dropped from the Airship that leaves the roof of this store at 11 a. m. daily is worth 25c in merchandise to you. There is one in the 200 that drop that is worth \$5.00 in cash to the lucky finder. There is no restriction to this offer. You may be the lucky one today or tomorrow. Who knows? Ascensions on June 29th and June 30th, July 3rd, 4th and 5th; each at 11 a. m.

Daily airship trips from the roof of the Hudson's Bay Company. Two hundred circulars drop daily, each worth 25 cents in merchandise while one is good.

Daily airship trips from the roof of the Hudson's Bay Company. Two hundred circulars drop daily, each worth 25 cents in merchandise, while one is good for five dollars cash. Promptly at 11 a. m. on Friday, June 29th, and at the same hour on Saturday, June 30th, July 3rd, 4th and 5th, the Hudson's Bay Special, a 12-foot airship, will be released from the northeast corner of this building at the intersection of 1st West and 7th Avenue for a short flight. On each of the days mentioned it will drop circulars, 200 in number. One hundred and ninety-nine of these will be worth 25 cents to the finders who purchase \$2.00 or more in merchandise for each circular they find. There is one released each day that is worth \$5.00 in cash to the one who presents it at the Adjustment Bureau not later than noon on the day it is dropped. Merchandise circular redemption void after July 7th.

# Stock the MARSH Line

It's Easy to Sell



BECAUSE

I H It's Known



We manufacture Quality Miter Machines, Vises, Sanders, Choppers, Iron and Steel Miter Boxes. • The BEST that money can PRODUCE and the PRICES are RIGHT.

Write for Circulars and Prices

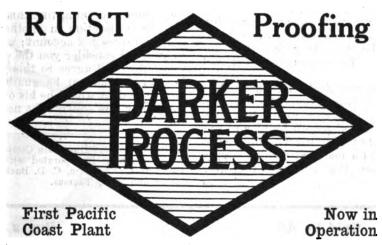
### H. C. MARSH COMPANY, 212 Race St., Rockford, Ill.

SANDS & COX ado Bidg., Los Angeles, Cal.

Vestern representatives 🗭

STRIMPLE & COX
L. C. Smith Bldg., Seattle, Wash,

TAYLOR & COX



A fully equipped plant for Parkerizing is now in operation.

A proved method for preventing rust and corrosion, which has been adapted by the leading manufacturers of the East and is endorsed by the United States Government.

A great saving where metals are exposed and in the use of cheaper materials in manufacturing.

Investigate this perfected Rust Proofing. For fullest information write the

PARKER RUST PROOF CO., 931 Santa Fe Ave., Los Angeles, Cal.

### IF YOU EVER ASK SOMEBODY TO GUAR-ANTEE A CUSTOMER'S ACCOUNT THIS WILL HELP YOU

(Copyright, by Elton J. Buckley.)

Every day, almost, business men of all degrees are asking customers to give security that bills will be paid, or contracts will be kept, but when that security is offered I find about 90 per cent of those to whom it is given do not know how to take it so it will be binding.

Only the other day I heard half of a telephone conversation which shows the typical ignorance which prevails among all classes of business men on this point.

A jobber was talking with a retailer whose

credit was evidently not of the best.

"You get somebdy to guarantee your account and I will sell you more goods," said the jobber. Evidently the retailer suggested somebody who was acceptable to the jobber, who said, "He's all right. You get him to call me up and guarantee your account up to \$350 and it will be all right."

In about ten minutes this guarantor, whoever he was, called the jobber and evidently asked what was wanted. The jobber said, "I - - if you would guarantee his account up to \$350 we would sell them goods." The guarantor evidently agreed, for the jobber

said, "All right," and hung up.

That guarantee wasn't worth the breath that it took to utter it. The jobber had nothing more after it was given than he had before. If his customer fails to pay and he goes against the guarantor, the latter's lawyer will probably raise the point that a guarantee to pay another's debt must be in writing or it does not bind the guarantor. Thereupon the court will dismiss the case.

This is the law in practically all states. Not long ago the Pennsylvania Appeal Court decided a very interesting case along this line. A corporation contracted with a builder to put up an addition to its building. The builder in turn contracted with a material man to supply material. Just about that time the treasurer of the corporation called up the material man and said, "If there is anything new in the way of tools and machinery that he (the builder) needs to complete the job, don't hold him up; give it promptly and we will see that you are paid."

The material man went ahead on the strength of this promise and supplied the builder with stuff that he could not have bought on his own credit. The builder failed to pay, and the material man sued the corporation whose treasurer had made the promise. court said it was not liable and need not pay. This is from the decision:

Where one undertakes to enforce a verbal promise to answer for the debt or default of another if the original debt remains it is necessary to show that bis case is of a character that is recognized as exceptional. While no rule can be easily expressed by which to determine in all cases whether a promise to be responsible for the debt or liability of another is or is not within the statute it is a general rule that when the leading object of the promise is to become guarantor or surety for a debt for which a third party is and continues to be primarily liable, the agreement, whether made before or after or at the time of the promise of the principal, is within the statute and is of no effect unless in writing.

The statute referred to above is what in all states is called the "Statute of Frauds." It lays down the rule that certain kinds of contracts—among them the promise to pay another's debt-must be in writing.

Where somebody is proposing to guarantee somebody else's account, and the sitaution is such that you don't feel you can get anything from him in writing, you can protect yourself by saying something like this to him, "We will fix the transaction in another way; you need not guarantee his account; we'll sell the goods to you and consider you the customer." If the guarantor will agree to this you have him, for he would then not be guaranteeing another's debt; the debt would be his own, and the promise to pay one's own debt need not be in writing.

Buck Brothers Hardware Company, Kingsport, Tennesse, has been incorporated with a capital stock of \$5000 by C. E. Cartin, C. D. Buck, W. A. Buck, T. B. Bandy and S. S. Thomas.

PRICE EACH, \$5.00

### Sold by All Leading Jobbing and Supply Houses SAMSON or ROWELL Raliway Car Mover KUWELL RAILWAY And Have a CAR MOVER TTLE SWITCH ENGINE YOUR OWN G. D. ROWELL & SON, Appleton, Wisconsin

### WHAT DID YOU DO!

#### By Frank Butler

Did you give him a lift? He's a brother of Man and bearing about all the burdens he can.

Did you give him a smile? He was downcast and blue And the smile would have helped him battle it through. Did you give him your hand? He was slipping down hill and the world, so I fancied, was using him ill.
Did you give him a word? Did you show him the road? Or did you just let him go on with his load?
Did you help him along? He's a sinner like you,
But the grasp of your hand might have carried him

through.

Did you bid him good cheer? Just a word and a smile Were what he most needed that last weary mile. Do you know what he bore in that burden of cares That is every man's load and that sympathy shares! Did you try to find out what he needed from you, Or did you just leave him to battle it through? Do you know what it means to be losing the fight When a lift just in time might set everything right? Do you know what it means—just the clasp of a hand When a man's borne about all a man ought to stand? Did you ask what it was—why the quivering lip And the glistening tears down the pale cheek that slip? Were you brother of his when the time came to be? Did you offer to help him or didn't you see? Didn't you know it's the part of a brother of man To find what the grief is and help what you can? Did you stop when he asked you to give him a lift, Or were you so busy you left him to shift? Oh, I know what you meant—what you say may be true-

But the test of your manhood is "what did you do?" Did you reach out a hand? Did you show him the road.

Or did you just let him go by with his load?

# TACKS SMALL NAILS

Cobblers' Nails, Glazier Points, Etc.

Double-Pointed Tacks and Staples

Send for Illustrated Catalogue, most convenient and comprehensive

### THE SHELTON TACK CO.

Successors to Shelton Co.

New York Office, 96 Warren St. Shelton, Conn.

### 20th Century Farm Horse

Does the Work of Four Good Horses on Any Farm

\$150<u>.00</u>

Furnished with Special Auxiliary Cooling System. FITS ANY FORD

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LIBERAL DEALERS' PROPOSITION

FARM TRACTOR CO., 126.200 Doty Street FOND-DU-LAC, WIS.



# **Everlasting** Gas Tubing

Its double safe. It has a perfect steel core, over which is an extra gas proof compound, and is finally braided in silk or silkoline as desired.

Why take chances with cheap or inferior gas tubing when the price is so little and the risk so great.

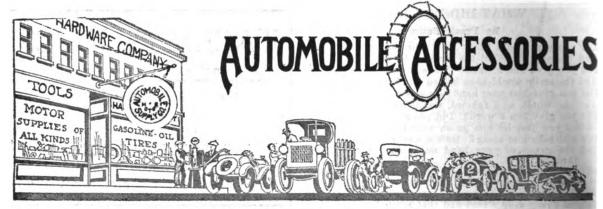
This tubing is made in all lengths for stoves and portable lamps, packed one in a box, recommended by all gas companies.

Made by

# The Chicago Tubing & Braiding Company

CHICAGO, ILLINOIS

Pacific Coast Representative, BAKER-SMITH COMPANY, Rielto Building, San Francisco, California



### SURE OF YOURSELF

Be fortified with facts. Be radiant with enthusiasm. Be prepared with logical argument. Be sure of yourself and without fear of the other fellow. Be confident and optimistic.

Be alert, courteous and considerate. Be a good listener but a powerful speaker when it comes your turn to speak. Be not dismayed. Do not hesitate or falter. Do not allow yourself to be side-tracked or switched off of the main subject. Stand by your guns and you will get your chance to fire. When you do, shoot straight to your mark, score your point and claim your reward.

But above all be brief. Don't waste your time or the other fellow's. This is the era of speed. Time is money. Busy men have use for every minute. Many men talk themselves out of business. Many a sale is made and then unmade by too much talk. There is just so much to say about any subject. The thing is to say it quickly, emphatically, confidently and have done.

This does not mean that you should accept "no" for your answer, but that you should have your argument so well in hand that there will be no answer until you have finished. This means that you must be brief but sure of your points. If the answer is "no" after all, take it gracefully; go home and think it over. The chances are you will find the weak spot in your argument. Then go back, try again, be brief and you will finally win, if you are always sure of yourself.

### SPEAKING LIKENESS

You have heard of photographs being so good they are said to be a speaking likeness. That is what your show window should be. You can make it talk for you, you can make it extend a glad hand, a welcome, an invitation to get your prospects inside of your store. In other words, make your window say something to everyone who goes by.

The hardware stores of Jensen Brothers and A. H. Layton, Joplin, Montana, will go into partnership.

### LIBERAL STOCKS OF WELL-KNOWN MER-CHANDISE A GOOD INVESTMENT

The policies of the trade in regard to purchases for Fall and Spring should not be a very difficult question for the average jobber and dealer to solve at the present time.

The enormous amount of purchasing being done by our own and foreign governments in this country should give everybody an optimistic view as to future conditions. Business is bound to be good, and only a pessimist who turns his face to the wall and fails to take advantage of conditions can find it otherwise.

We believe that the success of all jobbers and dealers is due to careful merchandising and carrying sufficient stock. A careful inspection of orders in the hands of manufacturers will show that merchants have under-bought, rather than over-bought, the past year. Conditions have changed in the jobbing and dealing field from what they used to be, and the house that gives its dealer service is the one that profits. The back-order man must slowly give way to the up-to-date merchant who gives his customers what they want and when they want it. Back ordering has been due more to the lax method of buying it, of many jobbers, rather than the inability of the manufacturer to de-In other words, practically liver promptly. every order that the manufacturer has received has been a rush order. Legitimate manufacturers are always glad to extend the shipping time of an order should a jobber find himself accumulating stock beyond his disposition of same.

Liberal stocks of advertised articles of well-known merchandise are always a good investment, and our advice to the trade in general is to be well protected for the coming year, as we feel that it is going to be a question of some difficulty to execute orders as promptly as we would like, and in the increased proportion that we expect to get them.

We look for one big prosperous year for the balance of 1917 and for 1918.

> Yours very truly, CHAMPION SPARK PLUG COMPANY, By F. B. Caswell.





# A Man in the Making

FEATURE of the "HARDWARE WORLD" that is enjoyed by many thousands of our readers are the stories of successful men-men at the head of manufacturing, jobbing and retail institutions.

Many have occupied a place in our pages,

and many more will yet appear.

To know something of the obstacles and difficulties these men have had to overcome, proves an incentive and inspiration to other ambitious young men.

In this item we want to tell of a young man who is yet in the making. He has not accomplished much compared to

what he expects to do, but for one who has been offered \$100,000 for his secret and invention, will at least indicate he has made a start.

He has invented and is nanufacturing an article which he thinks will some day be in universal use by every automobile owner in the country, and when that day arrives it will be a big thing for him. In fact he has several such things under way.

F. J. Kelley as a boy worked in the textile or cotton mills of Rochester, N. Y., where as "bobbin boy" at twelve years old he received \$2.40 a week. When fourteen years old his mother died; and when a boy's mother leaves him at such an early age, it is the greatest loss that can come to him.

The world is so busy nowadays that people have little time to pay much attention to an orphan boy. But he kept back the tears, bit his lip and kept on working, even though he had to pay more for his board than he

was getting. However, the odd jobs after

working hours evened things up.

Next, driving mules on the Erie Canal, pulling the tow boats, and giving him the privilege of walking fifteen or twenty miles a day, brought him \$19 per month; this was some progress.

When apple season opened, \$1.50 a day picking apples was still getting ahead. But he knew he could not save much driving a canal boat or picking apples; he began to study at night. Chemistry appealed to him and he liked to experiment and see what he could do. The work became more fascinating. While he could not "mix oil and water," yet the things he could do increased his interest.

He began to study during the spare hours of the day time, but as is natural with every Eastern boy, he wanted to see what was in the "West." When twenty years old he landed in Chicago. No job was in sight except working in a restaurant, but this enabled him to live and continue his studies.

Harvest hands were scarce that Fall in North Dakota, and \$5 a day and "keep" looked like a fortune to him. He saved enough money to still go farther West, and at Seattle he re-

ceived an extra large dose of enthusiasm and optimism. He had heard of California, and we next find him in Los Angeles a short time thereafter.

He made some good acquaintances. He learned the value of "keeping good company," for he had seen it did not pay to carouse at night, along the "great white ways" of the cities, the fatal lure of many country boys going to a large city for the first time.

He saved his money, put it into material and supplies to continue his studies work in chemistry. Sometimes he would spend all he had, and if work was slack, he was not adverse to taking a job washing dishes in a restaurant at \$6 a week to buy more material and supplies.

An auto he did not own. but every young fellow likes to take a ride, so he became acquainted with some garage men. They told him of the difficulty of finding a satisfactory polish.

His experience and work in chemistry instantly came

to mind; he would make something that would be better than anything else. Day and night he worked and at last he felt

he had a product he could offer.

He began to demonstrate it to owners on their cars and they liked it. Garage men thought it better than they had used.

He made an article that when one rubs his finger over the polished surface it would not leave a mark—"no oil, no wax, no grease."

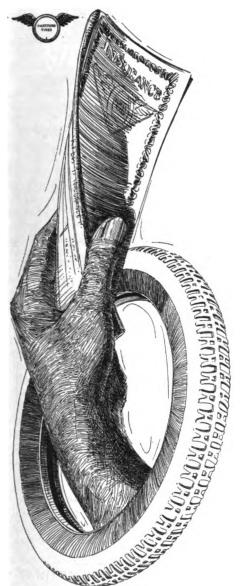
It took the combination of a number of ingredients, perhaps fifteen or twenty of them. A big corporation or two became interested,

their chemists tried to analyze it, but were

F. J. Kelly, who began as bobbin boy in the textile mills of New York, drove a towboat on the Eric Canal, worked at odd jobs on his way west; but all the time was studying chemistry in spare moments, has invented a luster restorer for automobiles, and has refused \$100,000 for his invention and secret.

Although left alone through the death of his parents at an early age, he says he never felt that he was an orphan, because he had so many good friends.





# Hartford Tires Are Your Assurance of Satisfied Customers

Hartford Tires have become nationally known as the tires that mean TIRE INSURANCE to motorists.

- -strength insurance
- -durability insurance
- —low final cost insurance
- -anti-skid insurance

Their rapid increase in popularity is proof of the insurance against tire troubles they are giving to thousands of motorists everywhere.

And every dealer who sells the famous Hartford "H" treads knows they are worthy of this reputation for dependability.

The Hartford dealer knows that they are the safe tire to sell—that the Hartford user is a steadfast customer and friend.

You insure your profits only when you insure yourself of your customer's absolute satisfaction.

# Write to one of the following distributors TODAY for information regarding prices, etc.

Marshall-Wells Hardware Co Du	luth, Minn
Marshall-Wells Hardware Co Spok	ane, Wash,
Marshall-Wells Hardware Co Por	tland, Ore.
Stauffer-Eshleman & Co New Or	rleans, La.
J. D. Weed & Co Sava	annah, Ga.
Decatur & Hopkins Co Bos	ton, Mass.
Putnam Hardware Co Ho	ulton, Me
Albany Hardware & Iron Co Alb	any, N. Y.
F. P. May Hardware Co Washing	gton, D. C.
Reilly Bros. & Raub Lan	caster, Pa

Wilson & Pugh	Cumberland, Md.
Prusia Hardware Co	. Fort Dodge, Ia.
Suelflohn & Seefeld	. Milwaukee, Wis.
Hibbard-Spencer-Bartlett & Co.	Chicago, Ill.
Belknap Hardware & Mfg. Co.	Louisville, Ky.
Geo. Worthington Co	Cleveland, O.
Tracy-Wells Co	Columbus, O.
Morley Bros	Saginaw, Mich.
Witte Hardware Co	St. Louis, Mo.
E. L. Wilson Hardware Co	Beaumont, Texas

baffled. He was using and selling all he could make.

He had worked hard to make it, and he could not afford to allow the secret to be taken away, so to this day in a building under artificial light and in rooms where no windows are found, this polish is being made.

A garage man suggested the name "Common-Sense," and a company has been organized. The product is being sold by both hardware and accessory jobbers, and F. J. Kelley has made his start.

He sells it to owners on a "money-back" guarantee. Follow directions, use it as told, and it will do all that is claimed for it.

Before he will sell it to a jobber he wants to demonstrate it, and wants the jobber's own men to try it out for themselves first.

As we have said, this is a start, a man in the

making, a beginning.

Among readers of the "HARDWARE WORLD" are many ambitious salesmen and clerks, many of them are probably working just as hard, under as adverse circumstances, but it is the hard work, the obstacles, that develop a man, that makes him think.

Do you remember the old motto in your copy book, "No excellence without great labor." Kelley believes that, too.

### FLESH COLORED

A fat old colored woman entered the drug store and looked around uncertainly.

"Has you all got any paper an' envelopes

with flesh-colored bodahs?"

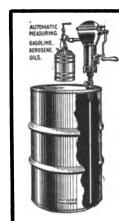
"Was it mourning-paper you wished?" in-

quired the clerk.

"You's struct it, disactly! But I disremembered the name. Gib me a box of it, if you please, sah."

Teacher—"If a man gets four dollars for working eight hours a day, what would he get if he worked ten hours a day?"

Johnny—"Ten hours a day? He'd get a call-down from de union."



### AUTOMATIC MEASURING BARREL PUMP

Will fit any shipping barrel; a self-measuring outfit at a small cost for Kerosene, Gasoline, or Oils; a big saving; no transferring, no funnels or measures required; no spilling; correct measurements; hose can be used if wanted; thousands are in use. Satisfaction guaranteed or money refunded.

### Groetken Pump Company

171 Middle Ave., Aurora, Ill.



FISH OR ORDERS, IT IS ALL THE SAME TO BILL—ONE OR THE OTHER IS SURE TO BE "GRIST IN HIS MILL"

No wonder W. T. (Bill) Powell, manager tire sales of the Diamond Rubber Company's San Francisco branch, looks happy after landing this fine string of trout. Wary fish, however, are not the only big things Powell lands. He always has an order book tucked away somewhere in his jeans, and whether for fish or for tire orders, all his trips are successful.

Mr. Powell is one of the best-known tire men on the Pacific Coast, and is as much at home in Phoenix, Arizona, or Pocatello, Idaho, as he is in Salt Lake City, Los Angeles or San Francisco. He has friends everywhere.

"Bill" Powell says that these fish are caught somewhere in the U.S. A. He refuses to divulge the exact location of his fishing hole, because he wants to try his luck again in the same spot next year.

### FELLOW WHO WAITS LIABLE TO GET LEFT

We believe in view of present manufacturing conditions that it is of particular advantage to the dealer, as well as the jobber to place his orders as far in advance of requirements as possible.

The fellow that waits until the last minute is liable to get left. In the auto trade, however, the frequent transfer of ownership of garage and supply dealers precludes from a credit standpoint, any general arrangement of dating on anticipated business, and may possibly be looked upon as undesirable.

The early placing of orders however is essential notwithstanding because of conditions beyond control at the time.

CAPITAL ELECTRIC CO.

Salt Lake.



# CENTURY TIRES



# Century-Plainfield Tires

Have a SUPERSER-VICE built in with a DETERMINATION—then carefully inspected and oversized. That is why their large guarantee becomes a fact when real service begins.

Users want CENTURY Superservice Oversize Tires.

CENTURY Dealers find that sales are certain on CENTURY-PLAINFIELD Tires.

Write for Dealers' Proposition

TERRITORY DISTRIBUTORS

# Pacific Hardware & Steel Company

San Francisco, California

Factory and General Offices
PLAINFIELD. NEW JERSEY

Pacific Coast Branch and Warehouse



430 Golden Gate Avenue SAN FRANCISCO

Digitized by Google

### A Tire Man Who Never Tires

Takes The "Ire" Out of Tires Puts The "Fire" In Selling Them

THE development of the tire industry in the United States is nothing short of phenomenal—marvelous, does not begin to express it. You have heard people talk about the growth of the Auto industry, but do you ever stop to think that if it were not for the progress and development, and one might well say, the perfection in manufacture of rubber tires, the auto industry would be far behind what it is today.

Nine years ago a young North Carolinian, F. R. Goodell, just out of college, began work for the Converse Rubber Shoe Company of Massachusetts. He first sold rubber boots and

shoes, at the same time studying the rubber situation. He believed he could not know too much about the product he was to sell, and so he began a close analysis of the situation, embodying the results in charts showing the high and low water marks as it were of the business.

Just as a chemist finds it necessary to thoroughly analyse a product in which he is interested, so Mr. Goodell analyzed the rubber market and situation. As a result of his thorough-going and pains-taking effort, he has come to be recognized as an authority and expert, but you will never get him to admit it, though those who have been brought in contact with him hold a different opinion. Perhaps he will admit he is a student, that he is studying the rubber situation, and that he learns something new every

There is plenty of rubber in the world today, if it could be transported, but this difficulty lies in the fact that vessels are needed for transporting provisions, supplies, troops, ammunition and commodities that it is imperative the world have immediately. As yet rubber has not been included in the category of preferred commodities and that is the reason why tires are going up in price. It is reasonable to expect they will continue to advance.

There is plenty of rubber to be had, and if only the boats could be obtained, it would be selling for twenty-five cents per pound.

Only when normal conditions are restored will there be a decline in price, and where is the prophet who can tell to a certainty when that day will arrive. Probably he is next door to the man who predicted that the war would be over in 90 days.

Bernhardi in his book, "Germany and the Next War," said it would last seven years, and one-half of that time has already elapsed.

But only 55% of rubber enters into the production of a tire. Fabric, drugs and labor, have all advanced wonderfully, which does its "bit" in the increasing cost of tires.

Mr. Goodell has recently written a book entitled "Tire Making and Marketing," which will soon be placed before the public, and which discusses the industry in a thoroughly

comprehensive manner.

Aside from his pride in the product which he sells, Mr. Goodell is proud of the fact that North Carolina is the place of his nativity, and that he is the head of an interesting family which bears his name.

The trouble with most manufacturers of good tires is that the demand is greater than the supply. This is the difficulty he has been working under, notwithstanding the factory in Massachusetts is working day and night. Their output has been doubled and yet the demand increases.

The Converse Rubber Shoe Company have had as much to do with putting the hardware trade in the tire business as anyone else, and the cooperation which they extend is another reason why their distributors are enthusiastic over the Converse Triple Tread.

Watch F. R. Goodell; you will hear and know more about him as the days go by and you will be glad that the "HARDWARE WORLD" has given you this opportunity of getting acquainted with him through our pages.

Mr. Goodell, the "HARDWARE WORLD" readers, a good many thousand of them, extend to you their greetings and good wishes, and will be interested to keep in touch with you.

E. J. Albright has purchased the implement and har ness stock of Stockhill & Emmons at Conklin, Mich.

C. E. Behner is now with the Maris Cash Hardware Store in Glasgow, Montana.

The hardware stock of H. L. Pierce has been sold to Roy Lytle at Little Sioux, Iowa.



Modesty, Thy Name is F. R. Goodell, Selling Agent Converse Rubber Shoe Company.





# The Complete Chain Line

Weldless — Electric Welded — Fire Welded. All Sizes — All Types — All Finishes. From Plumbers' Safety Chain to Ships' Anchor Chain

In addition to Coil Chain of all sizes, types and finishes, we manufacture a great number of fast selling specialties:

Weed Tire Chains, Weed Chain-Jacks, American Tire-Lock Chains, American Welded Towing Chains, and Dobbins, Blow-Out Chains. Halters, Dog Leads and Kennel Chains, Cow Ties and Tie-Out Chains, Heel Chains, "Elweltra" Trace Chains, and Saddlery Hardware. Hammock and Porch Swing Chains, Sash Chains, American Galvanized Chain for Arc Lamp Suspension, Friction Chains for Looms, and Chains for all special purposes.



### HOW MANY TIRES ARE YOU SELLING OF THESE MILLIONS!

When motor cars were rare, tire mileage costs made little difference. But now, when men are buying cars as they would a suit of clothes or a pair of shoes—when our annual car bill is more than a billion dollars, and for tires about one-third of a billion-tire economy is a matter of great concern.

About 4,000,000 cars are now registered in this country, wearing 16,000,000 tires. Adding only one mile for each tire, to the enormous mileage piled up each day by these cars, would save a handsome fortune for the motorists of the country.

H. G. Palmer, manager of the Automobile Tire Department of the Goodyear Tire & Rubber Co., in commenting on the various kinds of abuse innocently inflicted upon motor tires, preventing them from attaining their allotted three score and ten, declares that much of this mileage is lost through the fabric breaks caused by hitting stones imbedded in the road.

"So many people are now buying cars, who know comparatively little about cars or tires, that it is not surprising that merciless abuse is heaped upon them," he says. "Hardly one motorist in a hundred appreciates the terrific strain placed on tires when travelling at high speed over ordinary roads. Your tires may withstand a shock equal to ten tons weight while running at a speed of twenty-five miles an hour over country roads, and a little later you have a blowout while running over a perfectly smooth street. Something had happened. What was it?

"This is what happened. The terrific impact of the tire and the stone imbedded in the road did not visibly affect the exterior of the tire. Had you looked it over you could not have found a mark. But on the inside of the tire a break in the tire fabric was started when the blow strained it beyond its limit of stretching strength. Perhaps only one layer of fabric was injured. The other layers soon followed suit and the blowout resulted.

"It is common practice for our car owners to bump front wheels against the curb stones when parking their cars, especially if the brakes do not hold properly. Many drivers make no pretense of slowing up for street car tracks or bridge aproaches. There is much fraternizing with ruts and stones in the road. All of these make for fabric breaks which rob the tire of many miles that were built into it at the factory. With these points in mind it should be easier for drivers to obviate the loss that comes from breaks in the tire fabric."

Gwendolyn-"I hear that Fanny Forty-odd is to be married. Who is the happy man?" Grace-"Why, her father."-Puck.

### LUBRICATING OIL A REPEATER

There is no product or accessory in conwith the automobile business that brings back customers more frequently than a good lubricant.

This is the experience of thousands of mer-

chants throughout the country.

Many merchants have found that lubricating oil that can be purchased in steel drums, thus avoiding waste, is economically handled, is one of the very best "accessories" that can be stocked.

It is important, however, to handle a high grade oil, and oil that is clean and of a uniform grade.

A motorist generally knows that the best, whether it is oil, spark plugs, tires or tools, is always the cheapest in the long run.

In every community, it may be said, there are hundreds and hundreds of customers which the merchant can have almost for the asking, if he is handling a good lubricant.

### AN EFFICIENT AUTO LOCK

Despite the activity of the police and the numbers of auto locks that are on the market and being sold every day, auto thieves are still thriving merrily and in great numbers.

Doubtless this is largely due to the fact that most of the autos that are locked at all are locked with key locks that are easily picked. And many times
the motorist who is in a great



inating this evil. It is called the Walker Ke-Les and works on a combination principle—the same as a bank vault or safe, only much simpler. It is manufactured by the Walker Ke - Les Lock Company, of Chicago.

There are 87,000 different combinations of numbers possible, and the lock can be changed at a moment's notice from one to another. The lock consists of a combination of three numbers and when "on" it disconnects the magneto, the battery and the gasoline, making a lock that is impossible to "pick" or break.

The Walker Ke-Les can be locked or unlocked at a moment's notice either at night or daytime—in less time than it takes to hunt for a key, and is of such simple mechanism that it will last a lifetime. It sets flush with the dash or instrument board, same as speedometer.

The price of the Walker Ke-Les is only \$10, and is being sold by all automobile accessory dealers.

The Walker Ke-Les complies with all police and

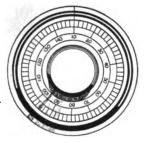
fire department regulations, and seems in every way to be, at last, the solution of this auto thief problem.



# The Wealth of the World is Protected

by Safe Deposit Combination

KEYLESS Locks



Thousands of Motor Cars are Protected by

# WALKER

**COMBINATION** 

### KE-LES LOCKS



No Keyhole to Find

No Key to Lose

For Large Cars

\$10

(\$15 Properly Installed)

Immediate Delivery

# WALKER, JR. KE-LES LOCK ADAPTED FOR FORDS

### MONEY BACK GUARANTEE

We absolutely guarantee that each Walker Ke-Les Lock will positively do everything we claim for it or your money refunded.

Safety-Vault-like combination, with safety vault security. A simple twist of the wrist—turn the knob to three numbers—and your car is locked or unlocked in a couple of seconds. No complicated mechanism—just smoothly operating noiseless discs—the ONE auto lock thieves can't beat.

Watch out for substitutes! Tell your accessory dealer, garage, repair shop or supply store that you want a "WALKER" and see that you get it.

### WALKER KE-LES LOCK COMPANY

Factory: Aurora, Ill.

Sales Dept. H., 2015 Michigan Avenue Chicago, U. S. A. Protect your motor from the dangers of overheating by insuring perfect lubrication. This can be effected only with a high grade oil like



It not only increases the life of your motor, but gives it that velvet smooth purr and quick "pick-up."

You can buy Tiolene in steel drums and save money. More important, however, is your assurance that you are using a uniform grade of the finest motor oil.

Write for particulars to

# Tiona Oil Company

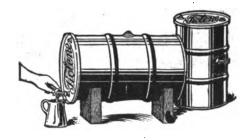
Binghamton, N. Y.

OR

Union Hardware & Metal Company

Los Angeles, California

Distributors for Tiolene in Southern California, Nevada and Arizona



### HENRY FORD'S RULES FOR SUCCESS

Everything begins with thought.

If a man knows where he is going nothing will stop him.

Every man gets what he deserves; if his thinking is wrong he will lose out.

Most people make the initial mistake in

business of thinking about the dollar.

If a man is trying in his business to serve the good of others the money will come, it is bound to come, he cannot fail.

One of the first things every man must realize if he is going to succeed is how little he can accomplish alone; the second is that everyone has some good in him and can do something well.

I believe in big business; the bigger the organization the bigger the opportunity for more men to contribute the special good in themselves.

Every man can do some one thing well, but no man can do a lot of things well at the same time.

In business there is no escaping the law of compensation; if you do a man a mean trick, you pay; if you do yourself a mean trick, you pay.

If a man worries it is because he has done something that is not on the square, or else because he hasn't thought deeply enough to clearly understand his problem.

Most people eat too much, and in consequence they sleep too much and don't think

My advice to every business man is: Work and read and think, and then work some more and then some more, but don't ever stop think-

' Don't ever be afraid of criticism; criticism is the greatest educator in the world if we will only let it be.

Roy Green, Alexander, Iowa, has sold his hardware store to John Modderman.

The store of the Conway Hardware Company, Conway, Iowa, was destroyed by fire.

### NEW HOWE SPOTLIGHT MODELS AT POPULAR PRICES

Two popular priced spotlight models embodying the famous patented Howe principles have been added to the Howe line. The two new models retail at \$5.50 and \$4.00. The new No.

and \$4.00. The new No. 5 model (see illustration) follows the specifications of the famous model 9 of the Howe spotlight which retails at \$8.00. It is a double shell lamp of 100 per cent Howe quality in every way—has the same graceful torpedo shape and bakedon enamel finish—4-inch rear view mirror—on-



and-off switch in the handle—and the patented spring controlled Howe bracket. This bracket permits an instant turn to any angle—at the same time, through spring control, the lamp is held firmly in whatever postion it is turned. Jars and vibration do not affect the position of the lamp and all wear is compensated. With this, as with all Howe spotlights, clamps are furnished in seven styles to fit each and every windshield frame. In fact model 5 embodies all



the famous Howe exclusive features and the only difference between it and the No. 9 is the reduction in size. It measures six inches across the face, whereas the larger model measures seven and a quarter inches and is correspondingly larger in other specifications. The new Howe Junior No. 15, also illustrated, is a single shell spotlight of very sturdy construction—it has a convex lens—4-inch rear view mirror—on-and-off connector switch

—baked-on enamel finish—the famous Howe spring controlled bracket which attaches to the windshield frame by the special Howe clamp made to fit each type of car. A full line of tail lights are also being manufactured by the Howe Manufacturing Company, 1732 S. Michigan Ave., Chicago, Ill.

Intemann and Cordes, Guernsey, Iowa, have sold their hardware store to T. H. Miner.

H. E. Tucker has bought the hardware store of W. R. Allison at Seymour, Iowa.



One of our correspondents tells us this photo of the line of mermaids at Venice (Venice, California, mind you, for since the war begun, Venice, Italy, is no more in the public print) belongs in the Auto Accessory department, on account of the "rubbering" that was going on.

Of course this picture had nothing to do with the fact that the hardware merchants of Southern California recently held a convention at Venice; that was a mere coincidence, for Venice has other attractions besides its wonderful beach.

Its citizens think it occupies the same relative position as Atlantic City does on the Jersey Coast.



ECLIPSE MANUFACTURING CO



### JUST THE SOCKET WRENCHES THAT SELL JUST THE WAY TO SELL THEM

No. 300 includes an assortment. Quantities and sizes are determined by exact demand, and the Chest is offered FREE with the assurance that Solves Your Wrench Problems. Write—Ask for Catalog No. 183-D.

# FRANK MOSSBERG CO. ATTLEBORO, MASS., U. S. A.

EASTINGS & ANDERSON CO., Chicago, Ill.
EWING-LEWIS CO., San Francisco, Cal.
EWING-LEWIS CO., Los Angeles, Cal.
D. L. BERMAN, Seattle, Wash.
F. W. LYNN, Dallas, Texas.
W. W. CRANDALL CO., Nashville, Tenn.

# **AUTOMOBILE ACCESSORIES**



If you handle Auto Accessories, Motorcycle and Bisycle Supplies and Bisycles, why not get in touch with a Wholesale House that handles this line exclusively and place yourself in a position to serve your customers with anything they could possibly require in this line. You should have our catalog as a reference. Write for it. It will mean big business to you. Our motto—"If it's kin to an auto it's related to ma."

MOTOR CAR SUPPLY CO. 1451-53-55 Michigan Ave., Chicago



# Count the Miles on a

### ORBIN-BROWN SPEEDOMETER

Each mile will be accurate. That is one of the chief reasons for the Corbin-Brown's existence—it is accurate. Made upon a principle that is utterly immune to extraneous influences, this instrument remains accurate at all degrees of temperature and under all conditions.

Its hand is steady. Its dial is clear. Its numerals sharply defined.

Furthermore the Maximum Speed Hand Device which registers the highest rate of speed attained and remains at that point until reset, enables the driver to keep his eyes at all times on the road without constantly shifting them back to the speedometer.

> Dealers can do no better than to carry the Corbin - Brown. Automobilists can do no better than to equip it. Write for catalog.

### The Corbin Screw Corporation

The American Hardware Corporation, Successor

NEW BRITAIN, CONN.
Branches: New York Chicago Philadelphia

Makers of Corbin Duplex Coaster Brakes for Bicycles

Here's Profit You Never Had Before Cash in on the Demand We are Creating for

ALCEMO MFG. CO. 101 Bridge St., Newark, N. J.

Please mail me your book and your dealer proposition.

# **KOR-KER Puncture Cure**

It's a Time Tested Proven Success

Kor-Ker seals punctures instantly, and permanently. It ferrets out and stops slow leaks. Kor-Ker prevents under inflation—you dealers know what that means to the life of a tire. Kor-Ker is a preservative of rubber. We guarantee it will not injure tires, but on the contrary give them longer life. Motorists have tried Kor-Ker out and found it's made good under the most severe tests.

We have distributors in U. S., Canada, England, France, Russia, Norway, Sweden, Holland, Spain, Portugal, India, Egypt, S. Africa, S. America, Australia, New Zealand, Java, Philippines and Trinidad.

We are advertising KOR-KER for you in 25 leading magazines

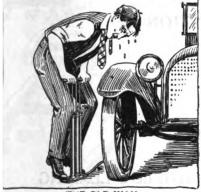


Puncture Cure. This is the strongest proof anyone can ask and will convince the most skeptical.

Write for Free Test. Try it yourself

There's a big, liberal profit in it for you. But first make us prove to your own satisfaction that we've got the goods. Then let us tell you what other dealers are doing with We invite the most thorough investigation.

ALCEMO MFG. COMPANY, 101 Bridge St., Newark, N. J.



THE OLD WAY Both Man and Car are Tired



A Back Breaking Job for a Strong Man is Child's Play

With a

# Rose Tire Pump

"It's the Patent Valve"

ON THE MARKET THREE YEARS AND NOW THE BIGGEST SELLER IN ITS LINE:

For Sale by Most Jobbers

TO SHOW YOU we will send you a sample Rose Pump direct from the factory at the regular dealer's price, transportation charges prepaid, providing you will send us the name of your jobber.

LIST PRICE \$3.00

J. H. Haney & Co., Hastings, Neb.

Rose Tire Pumps, Rose Grease Guns, Rose Fan Belts, and All Automobile Leather Accessories

# WHITON HARDWARE CO.

**DISTRIBUTORS** 



"The Beautiful"

# MORE THAN ANY OTHER EQUIPMENT

# Headlight Lens

ARE COMMANDING THE ATTENTION OF

Motordom

# A NEW LENS

Has been perfected. It has been designed by the WORLD'S LEADING ILLUMINATING EXPERTS

> Faults common to most Lens ARE ABSENT The night driving features ARE ALL THERE

8 to  $8\frac{1}{4}$  Inches

 $8\frac{3}{8}$  to  $8\frac{3}{4}$  Inches 9 Inches and Over

**\$2.00** 

**\$2.50** 

\$3.00

WRITE FOR AGENTS' TERMS

**SEATTLE** 

# **Break Any Sedgley Wrench**

And We Repair It No Charge



A splendid tool. 10½" hexagon steel handle, 7 sockets made from bar steel, case hardened. Sockets pack neatly on handle when not in use. Friction ball in handle prevents them from dropping off. Weight only 21 oz. Price \$1.50.

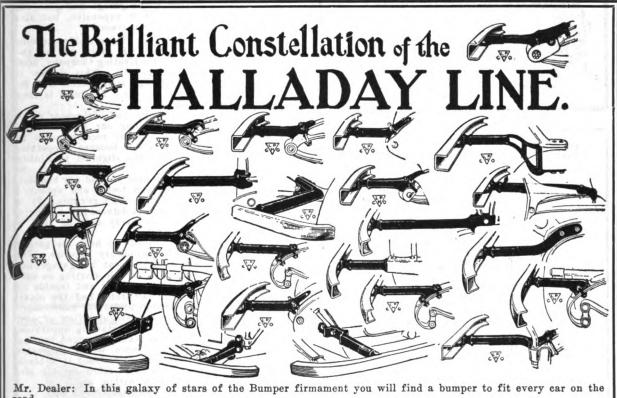
Sedgley Quality is your Guarantee of Durability

> Dealers: Ask your Jobber



7" handle, steel forging, two screw driver bits of best tool steel. Extension bar, six inches. Seven sockets of case hardened steel, for bolts and nuts from 5-16 to 5-8 of an inch. Weight, 1% lbs. Set, complete with 11 pieces, \$2.50.

R. F. SEDGLEY, Manufacturer 2311-13 N. 16th St., Philadelphia. Pa.



If you carry this line you can control the bumper business in your territory.

Write us or the nearest distributor today for full details of the most profitable accessory in the automobile field.

### L. P. HALLADAY & COMPANY, Streator, Illinois

DISTRIBUTORS

Asch & Co., 16-24 W. 61st St., New York City. Gray-Heath Co., 1440 Michigan Ave, Chicago, Illinois. E. L. Thompson Co., 817 Boylston St., Boston, Mass. Sanford Brothers, Chattanooga, Tenn., Southern Distributors.

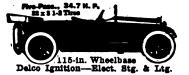
Hughson & Merton, Inc., San Francisco, Los Angeles, Portland and Seattle, Pacific Coast Distributors.

Many Merchants Find the Retail Selling Prices Published Each Month of Great Help to Them.

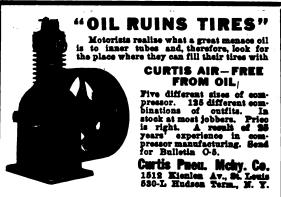
### **Driver Agents Wanted**

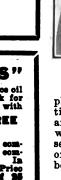
Drive and demonstrate the Bush Car. Pay for it out of your commissions on sales, my agents are making money. Shipments are prompt. Bush Cars guaranteed or money back. Write at once for my 48-page catalog and all particulars. 1918 Models now ready.

Address J. H. BUSH, Pres., Dept. 1008, BUSH MOTOR COMPANY, Bush Temple, Chicago, Ill.



HERE'S THE CAR







### ELECTRIC ENGINE HEATER

Since the high cost of coal and individual heating plants for private garages have almost made prohibitive the winter operation of motor cars, car owners are turning to a device which concentrates the heat where it is needed —under the hood of the car. It seems the heating of the whole garage has gone out of date, not only because it is expensive, but also because it is wasteful and unnecessary.

To meet the demand for an engine and carburetor heater, a lamp socket device has been put on the market by the Hughes Electric Heating Company, 5660 West Taylor Street, Chicago, Ill. This device is West Taylor Street, Chicago, Ill. This device is quickly attached to the garage lamp socket and inserted under the hood of the car. The hood is then

replaced and blanketed.

This heater keeps the engine and carburetor warm all night at a cost not exceeding one cent an hour. Its simplicity, safety and economy recommend it to every winter motorist. It is sale because it operates without a flame or without the slightest possibility of danger of any kind. This is vitally important in a garage, where so much gasoline and oil are handled. Moreover, this heater has been tested and approved by the National Board of Fire Underwriters. It is simple because it is attached and detached in a minute, and it is economical because every unit of heat is generated where it is needed.

For the motorist who intends to heat his garage this device saves all the unnecessary expense. For the man who does not want to heat his garage but finds that he has considerable trouble starting on cold mornings, this heater saves the delay and trouble of applying hot cloths to the carburetor and the manfold, saves scoring the bearings and other unnecessary wear on the engine due to the irregular flow of cold

oil, and saves the straining of the starting apparatus.

The body of the heater contains a rugged heating element—a heavy resistance wire which generates a powerful heat. This element is inclosed in a black metal shell which is perforated to allow for the circulation of the heated air from within.

Blowers & Mathews Co., Reedley, Cal., have disposed of their hardware business to L. M. Brown of Exeter, who has taken possession and will continue the business at Reedley.



MAKE YOUR CAR RIDE EASIER

Mnowless's Spring Lest Spreader Adjustable to any size auto spring—100% easier riding, and squeaking stopped. Also a good repair clamp. \$1.50, all dealers, or sent prepaid.

SPRING LEAF LUBRICATOR CO. 1006 Forest Ave. Ann Arbor, Mid

### Make Grease Figures Mount

Make your Grease Figures Mount by selling the one kind of lubricants that serve your customers best.

# Automobile LUBRICANTS

bring your customers back and make increased sales for you because they are the 100% lubricants. Send for Dixon's Dealers' Deal No. 230G.





### **Romort Automatic Air Vaives**

THE SERVICE STATION'S FRIEND



This Valve is a guaranteed device and has no equal for free air stations. Will withstand any rough or hard usage and abuse. Recommended for any free air station or air storage plant, repair shop or any station that is subjected to hard, rough usage. Air is released only when the Valve is pressed on to the tire and when disconnected is thrown down absolutely air-tight; the operator cannot waste your air. Will fit any size tubing, and comes equipped with the famous Romort Pump Connection Rubber.

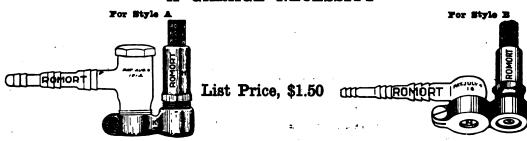
Style B



The Style B Automatic Air Valve is recommended to free-air stations requiring a small and inexpensive air device. Stem is made to fit any size tubing, and is automatic in opening and closing, and guaranteed to be positively airtight. We strongly recommend this Valve for use of private or public garages, vulcanizers, tire repair shops, etc. Every Valve leaves the factory equipped with the Romort Pump Connection Rubber.

### **Romort Tire Tester Attachment**

A GARAGE NECESSITY

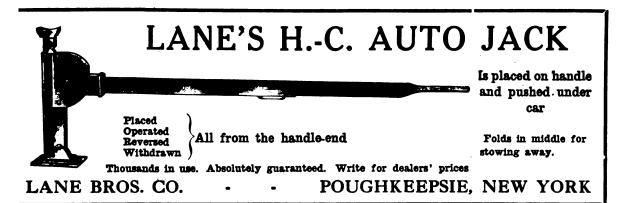


The Romort Tire Tester Attachment is a device for attaching your gauge to either Style A or Style B Air Valves, and gives the service station a permanent holder for its gauge, ready for instant use by the public. Simply screw your gauge into the holder and you have a tire tester and tire inflator combined in one, and the old trouble of losing gauge is forever over. We sell only the holder attachment. Every garage with free air should be equipped with the Romort Tire Tester Attachment.

Caution-When ordering, state whether for Style A or Style B Valve.

FOR SALE BY ALL JOBBERS

# ROMORT MANUFACTURING CO. SEATTLE—CHICAGO



Retail Selling Prices in This Issue Are Revised Up to the Time of Going to Press.

### FREE SAMPLES TO MERCHANTS

When a manufacturer is willing to back up his sales policy and products on a money back guarantee proposition, or offers to send free samples to merchants to try out, it is pretty good evidence of the merits of an article.

Of course, it isn't every article that can be distributed in free samples, but with a puncture cure it is a little different, and while it costs money to make an efficient puncture cure, just the same as anything else, yet the Alcemo Mfg. Co., Newark, New Jersey, are so confident of the merits of their puncture cure, that the merchants will become enthusiastic over it, they are willing to send a free sample to any merchant for a trial.

The advertising and cooperation they give to merchants makes the line a desirable one to handle.

One merchant recently wrote them they can make as much on a \$150.00 investment of Kor-Ker Puncture Cure as the average merchant can on a \$1500.00 or \$2000.00 investment, and any man looking for a small investment with large profits will do well to invest in Kor-Ker.

Now that is the kind of talk that pleases merchants, and when merchants give that experience, it is something that is worth looking into.

FULL OF GOOD THINGS.

The "Hardware World" has so many good: things in it, and I have often heard them referred to by many merchants.

Your magazine is certainly a live wire M. A. GRIFFITH.



### "PERFECTION" PEDAL PADS

FOR EVERY MAKE OF CAR

Clamped on in less than one min-ute. No bolts or drilling of holes in pedal necessary. Send for free printed matter.

AUTO PEDAL PAD CO, INC. 794-D Seventh Avenue, New York

Schuette Recording Compass Company Manufacturers of

### POCKET COMPASSES

MANITOWOC, WIS.

### Powerene is Equal to Gasoline at 5 Cents Per Gallon

AN EXCELLENT OPPORTUNITY is offered to one man in each county to introduce and sell POWERENE and to look after the business of the county.

POWERENE IS GUARANTEED to remove and prevent carbon, and to be harmless to all metals, making a motor fuel which saves repairs, adds snap, speed and power, doubling the life of all gasoline motors.

THE GUARANTEE IS PRINTED ON THE LABEL of each package. An amount equal to 20 gallons of gasoline will be sent prepaid to any address for \$1. Write at once for particulars to

#### W. PORTER BARNES

Sole Manufacturer

Box B, Santa Rosa, Cal-

### BETTER LATE THAN NOT AT ALL

If the copy books can be relied on, there is no more profit in teaching Towser a new trick, than in giving Grandpa singing lessons. In either case the results do not justify the expense, says F. R. Goodell. But times are changing—in the tire business the "old dog" has come into his own. There were no youngsters when the industry first hove in sight—and even now the distributing end of the business is largely in the hands of comparative amateurs-men at least, who started late.

It was the "old dog" in the bicycle and repair business who first learned the new set of tricks - he was nearest to the spot - so he played with his own cards, named his own trumps and made pu the rules as he went along. He took a lot of profitable tricks before anybody else knew he was playing. As yet no one has been born to greatness in the tire businessa few have achieved success—but the great majority have had success thrust upon them. It is still a free-for-all, catch-as-catch-can fracas, with the odds fairly even, but favoreing the hardware trade.

### PLAN OF THE DAYTON RUBBER MFG. CO.

R. L. DeVoe, general sales manager of the Dayton Rubber Manufacturing Co., has just given out a statement of the selling campaign for the 1918 season.

The company has made rapid strides during the

past year, workin three shifts in the factory, and running 24 hours a day.

Sales for the first six months of 1917 were greater

than the total of 1916.

The new plant, which will more than double their capacity, will be ready for occupancy by the middle of October.

The company has been gradually suplementing its sales force and with the opening of three new branches next month, will employ 50 or more aditional salesmen for the coming season. Other branches in principal cities will also be opened.

The sales plan of the company is of very great interest to all dealers on account of the unusual

advertising and selling cooperation which is offered.

The Pneumatic tire which is known as the 'Dayton
Thoroughbred' is put out on a quality basis backed with a sales and advertising campaign that will assure a dealer of a rapid turnover.

The few hundred dealers who have been handling Dayton Airless Tires will welcome the announcement of a vast increase in the production of Ford sizes.

A very extensive national advertising campaign

has been outlined which will cover all national periodicals, farm papers and a large list of trade papers.

The extensions that have been made places the Dayton Rubber Mfg. Co., as one of the few largest tire concerns in the country.

On October 1st the Dayton Rubber Mfg. Co. will pay its regular quarterly divident at 7 per cent per annum on the preferred stock.

The Rosenberg Hardware Company, Lexington. Nebraska, is having a building erected at Grant and Smith streets, Lexington.

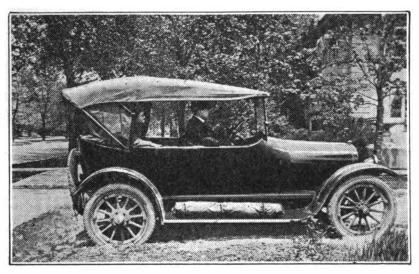
L. E. Moore, Bartley, Nebraska, has sold his hardware store to Ray Brothers.

Hartzell Brothers, Greybull, Nebraska, have opened a new hardware store.



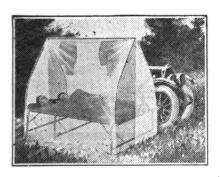
# The TENT-O-BED

TRADE MARK



Cut No. 1—Showing Tent-O-Bed Rolled Up in Dust and Water Proof Wrapper.
On Running Board.

The Tent-O-Bed is a tent and a bed complete in itself, for automobile tourists, campers, or for any purpose where it is necessary or desirable to sleep out of doors. No stakes, ropes, or poles are required; positively mosquito and insect proof; absolutely water and mildew proof.



Tent-O-Bed. Showing general construction.

Can be erected in five minutes anywhere and needs no other support. Folds up so compactly that two may easily be placed on the running-board of any automobile; is conveniently carried in a canoe. It is self-contained in every particular and as comfortable as any bed made.

Special tension regulating device takes up any stretch of material in the bed caused from use and absolutely prevents occupants from rolling together.

Send for catalogue and full partiuclars.

# The Tritch Hardware Co.

Distributors for Rocky Mountain District

Denver, Colorado

### SALES ARE AWAITING YOU

The Common Sense Mfg. Co., whose product Com-Sen-Co., the "Common Sense Way" of restoring the original luster to the automobile in which it came from the factory, are having wonderful success with this product.

It is a luster restorer, guaranteed exactly as represented, or money is refunded to the

consumer.

Hundreds of repeat orders are being received from dealers and jobbers, who report constantly increasing sales.

One strong feature of this product, it con-

tains no oil, no grease, no wax, no acid.

Its sales are extended to Australia, New Zealand and France.

Every jobber and dealer who has stocked it, reports that every automobile owner, who has used it is a consistent and steady booster.

The Common Sense Mfg. Co. will be glad to give any further information to our readers upon request, and full information can be obtained from addressing the Common Sense Mfg. Co., San Francisco. Cal., or 1220 Boatmen's Bank Bldg., St. Louis, Mo.

BEST EVER.

.. .. .. .. .. .. .. .. .. .. ..

I gladly respond to your subscription invoice, and enclose my check for three years. The "Hardware World" is the best ever.

Texas. W. T. ADCOCK.



The above shows the new counter display rack the Joseph Dixon Crucible Company is sending out to dealers to help them sell more Dixon's Graphite Automobile Lubricants.

The rack is of metal and enameled in red and black. On the back, for use by the dealer's salesmen, is a chart showing the uses of the various lubricants. On the front are spaces for displaying booklets and glass jars containing samples of the lubricants.

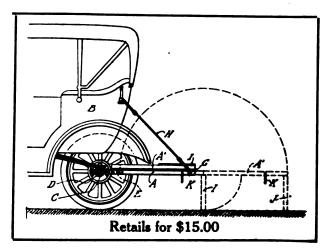
On the front are spaces for displaying booklets and glass jars containing samples of the lubricants.

Dealers interested in obtaining one of these racks should write to the Joseph Dixon Crucible Co., Jersey City, N. J., Dept. H.

E. A. Zahn, Verdigre, Nebraska, has purchased the F. C. Maly hardware store.

# Just What You Need on Your Own Car

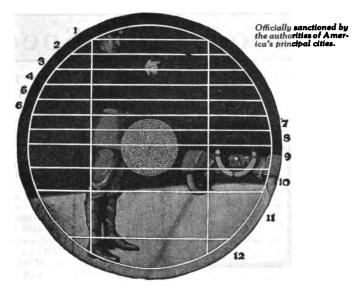
What you can Sell to every other car owner. Easily attached to any auto. Bed furnished complete for any make. Plenty of space to



carry bedding and other necessities when folded for traveling.

The "Dream" folding Auto Bed provides the same comforts as your own home. Every autoist wants one. Secure the agency. For full particulars, address

ROBT. A. BRUCE, 312 W. Walnut St., Santa Ana, Cal.



# Courtesy Commends It The Law Commands It

# The Biggest Lens Seller of the Season

The requisite of courtesy—the demand of the law—both find highest recognition in the New Osgood Lens, the lens that keeps its flood of light below waist-height and shows the way for a full third-mile ahead by converting "sky" rays into road rays.

Result—fully 74 per cent more light on the road as compared with light from a plain lens—910 per cent greater road light as compared with a ground lens—direct light instead of diffused light—and, no glare!

This new efficiency is attested to by the Armour Institute of Technology, Massachusetts Institute of Technology and the American Automobile Association. Write for this interesting test data.

Every demand of every headlight ordinance is completely anticipated and fully met in the New Osgood Lens, the invention of James R. Cravath, one of America's foremost authorities on illumination.

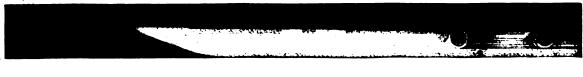
Courtesy commends it—the law commands it—safety demands it. Can you afford to be without this new efficiency when it all comes to you at an ordinary lens price?

Dealers: Write for attractive sales proposition on this big seller.



### OSGOOD LENS & SUPPLY COMPANY

2007 Michigan Avenue Dept. 4210 Chicago, Ill.





# New Goods and Specialties

### MORE RUSSWIN CO-OPERATION.

There is no manufacturer who supplies dealers greater co-operation in advertising and in a personal way than Russell & Erwin Mfg. Co.

We are illustrating herewith four slides, which they





will be glad to furnish to any dealer interested, for advertising in moving picture theaters. These slides are furnished filled in with the name and address in the space alloted for same.

The slides are 31/4 x4 inches, are very attractive, being hand colored in six colors.

Dealers can order these slides through the jobbers





who are handling Russwin hardware, or by addressing the factory at New Britain, Conn., or any of their branches in New York, Chicago or San Francisco.

For the convenience of their trade on the Pacific Coast their San Francisco office, at 833 Market St., will give prompt attention and see that these slides are furnished immediately to the western trade.

### THE NEW LINCOLN LINE OF INCUBATORS

The Queen Incubator Co., Lincoln, Neb., is putting out this season a new line of machines, called the Lincoln, which are made to retail at a considerably lower price than the well-known high-grade Queens.

Naturally, the Lincoln is not as good a machine as the Queen, but it is built of redwood and has the same accurate regulator that is used on the Queen, which has always been famous for its perfect automatic regulation.

The Lincoln Incubator is intended to assist retailers to meet the competition of the low-priced mail order machines, and in quality it is far superior to the ordinary mail-order machine sold at the same scale of prices.

Complete information regarding the Lincoln machines, which are made in four sizes, as well as regarding the Queen line, can be secured from the Queen Incubator Co., 1085 N. 14th St., Lincoln, Neb.

Sanford Shearer hardware stock was sold to Leo McDermott of Zearing, Iowa.

Braff Brothers, Hill City, Minn., have sold their hardware store to W. W. Day, Sr.

### THE SEASON'S FIRST REFRIGERATOR CATALOGUE.



The Maine Manufacturing Company, makers of the famous "White Mountain" refrigerator, are first in the field with catalogue for season 1918. They are to be congratulated in producing at such an early date the most beautiful and expensive catalogue in their career. It is our judgment the most artistic and the most complete refrigerator catalogue ever issued.

abounds in rich halftone plates, profusely illustrating their immense business to best advantage.

Their "White Mountain" line is divided into four sections, viz: "White Mountain Grand," "Stone White," "White Mountain Hardwood" and "White Mountain Pine," and offers to the trade the most complete and the most extensive line in America. Over 200 different styles, sizes and patterns, and is sure to please the most exacting purchaser.

Their various grades of "White Mountain" present provision chamber of solid, quarried stone, plain metal or metal in their special "Pure Baked White" finish -all guaranteed absolutely sanitary and unsurpassed in scientific, economical and convenient refrigeration. Cases of selected material, in beautiful and graceful rounding corners, as they alone can produce, with solid bronze trimmings, in the polished surface of heavy nickel-plate.

Scientific refrigeration derived by means of the Duplex system of cold, dry circulation, the "Maine" Complex Ice Grate, waste pipe with automatic trap and lift-out basket or flues on each side of ice chamber. Absolute insulation by means of charcoal sheathing and deep dead-air spaces.

They have the largest refrigerator factory in the world and are sole manufacturers of the famous "Stone White" refrigerator, a refrigerator with provision chamber walls and doors lined with solid, indestructible stone from their own quarry, subjected to a process which produces a beautiful snow-white surface, which will not chip, crack or peel. Acknowsurface, which will not emp, crack or peel. ACKNOW-ledged by the scientific world as the greatest coldretaining, heat-repelling refrigerator lining known, and is cleanable as a china teacup; its lustre will not dim. It would be greatly to your benefit to write immediately for this new 1918 catalogue which explains in

detail all about this splendid line of goods. It also describes new and interesting features, as well as new styles and patterns.

### INCANDESCENT LAMPS A PROFITABLE LINE



Western Agencies Co., 285 Minna Street, San Francisco, Cal., Pacific Coast distributors for the U. S. Incandescent Lamp Co. of St. Louis, Mo., announce they have a large assortment of lamps of every description and for every purpose. Their line includes Standard House Lighting Lamps, both Tungsten and Nitrogen, Automobile and Flashlight Lamps. Quick deliveries can be made. They will be glad to give further information to any of our readers upon request.

Wraith & Scorsur have recently engaged in business at Orange Cove, Fresno County, Cal., and will handle a full line of hardware and implements.



### BOOMER CANONS

This heading sounds a little warlike we will admit, but dealers who are selling Boomer Cannon stoves are waking up'' the people of their community.

Boomer Cannon merchants are live wires in every

respect, and they get the stove trade in their community.

The Hess Snyder Co., who are the manufacturers at Mossillon, Ohio, state that their prices will surprise

dealers and suggest that they write them.

The Boomer Cannon is known as one of the strongest and most durable cannon stoves made, and is constructed so that a sheet iron drum may be attached and thus increase the heating capacity.

They are made in six sizes and weights.

Full information may be had by addressing the

manufacturer.

### CLIMAX FOOD GRATER

The Schlichter Manufacturing Co., Hamilton, Ohio, especially wish merchants not to compare the Climax Grater with ordinary food choppers or crushers, as it is not a choper or crusher in any sense. It is a



a food grater, and the work done by this machine, they claim, to be far superior to that done by any

chopper.
It acts unlike a chopper or squeezer, which operates on the principle of tearing away fine particles of food and delivering same in a loose and flaky state. Safety and economy are the

principle merits of this grater, and its neat and durable construction make it a desirable and useful addi-

tion to every home, hotel and restaurant.

This Grater is easily taken apart, easily washed and re-assembled. It appeals especially to the house-wife in enabling her to save stale bread, crackers, etc., and grate it into meal. It is useful for grating potatoes, cocoanut, pineapple, horseradish, chocolate, cheese, fruit and vegetables.

The size of the hopper is about three inches square, the cylinder is 31/8 inches in diameter and 31/8 inches

long; the weight is three pounds.

The Schlichter Manufacturing Company will be glad to give full information to any of our readers upon request.

P. M. Engelhart, Webster, South Dakota, has sold his hardware store to S. J. Davidson.

Ben Knock, Jr., has purchased the H. I. Svenstrup hardware and implement stock at Davis, South Dakota.

Herr & Miller, Wishek, North Dakota, have sold the Wishek Hardware Company's stock to F. Preszler and A. F. Hoff.

Julius Fauchald, Minot, North Dakota, will build a hardware store.

An addition is being built to the hardware store of Vallancey Brothers at Mandan, North Dakota.

H. Shippy has purchased the Charles B. Fuller hardware store at Owanka, South Dakota.

William G. Smith, Allone, South Dakota, has sold his hardware business to H. M. Thompson.

The Spur Hardware Company, Spur, Texas, has increased its capital from \$10,000 to \$20,000.

A. J. Bensmiller, Fremont, Iowa, has purchased the Givin hardware and implement stock.

#### LADD MIXER CHURN



The experience of a number of merchants who have been selling Ladd Mixer Churns, which is a churn that is really three articles, consisting of a steel kitchen bester, a general mixer and a churn, has been that there is nothing that appeals so strongly to the women folk of the household than this Mixer Churn.

This Mixer Churn is displacing single beaters, and is an article that appeals instantly to everyone having use for either a mixer or a churn, and is one that retail merchants can play up very

strongly in attracting the attention of the women folks. The United Royalties Corporation, or their distributors, will be glad to give full information to any of our readers upon request.

### LEXINGTON ALL-CAST WARM-AIR FURNACE

Culter & Proctor Stove Co., Peoria, Ill., one of the oldest manufacturers of stoves in the United States, are anxious that every merchant should have full in-formation with reference to their all cast warm air

They don't make extravagant claims for it, but prefer that the merchants and customers should be

agreeably surprised, as they are sure to be.

The Lexington All Cast Warm Air Furnace will please everyone, and they will be glad to send descriptive catalogs and full information to any of our readers upon request.

As they say, Lexington dealers are enthusiastic,

Lexington users are boosters.

### STOVE REPAIR'S HEADQUARTERS.

Early to mention stove repairs? Not much. In just a few weeks everyone will be wanting parts for crippled stoves, all at one time. Why not try stirring 'em up and getting some of this repair work before the season is here?

New stoves are high. Some people will repair the old one where ordinarily they would buy a new one. If you are not trying to get repair orders, you overlook some real money. You should average at least 50 per cent on them. If you have stoves to repair, it's time to get them in shape, to be ready for the early buyers.

Kansas City is the place to send your repair orders, and the Hoover Stove Repair Co. the one to send to. If they can't fill your order complete, they always try getting shortage to fill every item possible. This makes good service and that's what you want. What they want, is a share of your orders. Send for their order book, catalog of repair supplies and "break-off" castings, or both?

Remember "Hoover-Kansas City" when you need repairs.

### WHY NOT!

A small store displayed a placard above some corsets which carried this quaint announcement:

"Our Corsets are Warranted to Fit the Waist and Bust."

LOST WITHOUT "HARDWARE WORLD."

Enclosed find remittance covering three years subscription to the "Hardware World." I would feel lost without your publication every month. I find the last issue, as well as everyone, interesting to the limit. Yours sincerely, WALTER MEESE.



### L. S. STARRETT COMPANY USES BIG DISPLAY.

The most wonderful electric display in the world flashed its message for the first time on the evening of June 28. It tells the story of quality merchandise manufactured by leading concerns throughout the country.

This attention compelling display has been erected opposite Times Square, New York. It dominates this famous thoroughfare through which over 700,000 people pass daily. The structure completely covers the roof of the Hermitage Hotel, facing Times Square at the intersection of Broadway, Seventh Avenue and

Forty-second Street.

This display is one of the latest activities of the Rice Leaders of the World Association. When the electric switches are thrown in, it is illuminated by thousands of colored lamps making a most fascinating and beautiful illuminated picture of the Association Emblem, which features in striking symbols the business integrity of the Association Members.

The names of the members appear in illuminated electric letters with their individual announcements and messages. Among them the name of L. S. Starrett Company is prominent. These messages are read night after night by the residents of New York City and by the millions of people who visit the Metropolis

every year.

This display in addition to the continuous advertising which the L. S. Starrett Company is running in trade journals will be sure to keep Starrett tools before

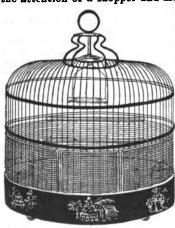
the public eye.

It is well known that the Rice Leaders of the World Association is composed of representative manufacturers who have reached success through strict adherence to the basic principles of good business, which are honor, quality, strength and service. The purpose of the Association is to stimulate a widespread appreciation of what these sound business principles signify to the buying and consuming public.

### IVORY WHITE CAGES.

A new idea in bird cages has sprung up. There has been an ever-increasing demand for something unique—for a new departure in design and finish.

While most of the old-style conventional designs are there to stay, still a striking novelty will arrest the attention of a shopper and make its own individual



winning appeal on the strength of its very audacity, thus originating a purchase where the conventional cage would have failed to arouse a compelling interest. After all, why should a cage not be subject to the same law as any other novel merchandise ?

The cages shown in this article are all finished in ivory white enamel, three coats baked on at a very high temperature, rendering the enamel as hard and durable as china; therefore it

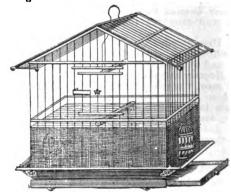
will not crack or chip, nor can the bird peck it off.
Cage No. 2203-D, 10½x7½ inches, with arched
top, has a seed guard and zinc drawer blue enameled inside.

No. 2184 M, 11x8 inches, has a peaked roof with tube binding, seed guard and elaborate moulding bottom with zinc drawer, blue enameled inside.

Both of these cages are delicately trimmed with

fine gold striping.

The No. 2220, 14 inches diameter, was introduced a year ago with eminent success and is now also



offered with the Seed Guard, as shown. This cage also has Ivory White wires with the trimming and base-pan in imitation mahogany. The base is furthermore decorated with quaint Chinese designs.

All cages come complete with Feed cups, Perches,

Knobs and Swings.



The manufacturers, O. Lindemann & Co., 35-37 Wooster St., New York, also offer a selection of Cage Stands in Ivory White to match with the above cages. See their January 1917 catalogue.

### PIONEER PAPER CO. PUTS OUT NEW \$2 A ROLL ROOFING.

Realizing the value of having a standard pricethe same in every locality—so that the dealer can feel assured that he won't be undersold and the customer need not shop around because all dealers maintain the same schedule—the Pioneer Paper Co. announce the marketing of their Pioneer Leader Boofing.

This roofing will be of the same high quality that has won so much favor for this concern and every

roll will be guaranteed.

The company announces that the standard selling price will be \$2 a roll everywhere, and all dealers must

maintain that price.

William Henry, sales manager of the company, states that in his opinion this product offers an exceptional opportunity for every dealer handling it to get the biggest share of the roofing business in his locality as it is the biggest value he has ever seen offered, yet affords the dealer a fair margin of profit. The Pioneer Paper Co. is one of California's oldest and largest concerns, having been established in 1888 and its manufacturing plant covering nine acres of ground.

Dealers are invited to write for quotations.



### IMPROVED CHEST HANDLES.



Here is a wrought steel chest handle for which you should have a profitable demand. It is strongly made with a large, comfortable handle, which enables the user to take a good grip, without cramping the hand. When handling such articles as heavy tool chests this

This handle is made in 2½, 3¼, 4 and 5-inch sizes, and is furnished in the following finishes: Japanned, Light Bronze, Antique Copper, Nickel and Stanley Sherardized.

Packed in cartons, with screws.

Manufactured and sold by The Stanley Works, New Britain, Conn.

### A REAL SPORTSMAN'S CALENDAR.

To the average sportsman, the year begins in September. Then, Nature starts to paint the forest leaves a brighter tint, the nuts are nipped with the first frost, the Autumn haze clothes the hills, and—the game season opens.

A sportsman whose heart responds to the September call of the hunt suggested to the Remington UMC people that a calendar for the tribe of Nimrod should be issued with this month of charm leading all the rest. So the Remington calendar comes to us this year bearing leaves for all the months from September, 1917, to December, 1918, inclusive.

In another respect this calendar is a precedent breaker. The full color sketch which adorns it is in Lynn Bogue Hunt's best style—in fact, good judges say that Mr. Hunt never did a better thing. Have you had a covey of quail whir-r-r up right under your feet? If you have had this experience, you will get a much better view of the birds and in just as true color when you see this splendid calendar. Should you be looking forward to coming upon your first quail, Mr. Hunt here saves you the trouble of going to the fields. Just below the sketch is another new note—an extremely artistic view of the mammoth Remington UMC factories. Sportsmen the world over will treasure this calendar-those who are fortunate enough to get oneand when its sixteen leaves have gone, will frame it "for keeps."

### APPLIES WHAT HE READS

I have read the "Hardware World" for a good many years and like it very much. In fact, I am just renewing my subscription. I attribute what little success I have to the

fact that I have been a great reader of such trade journals. M. A. SKEES.

New Mexico.

### "U-PUT-ON" RUBBER HEELS.

Robert E. Miller, Inc., 11 Broadway, New York, has placed on the market the "U-Put-On" Rubber Heels, which, as illustrated herewith, are such that anyone can put them on or off as they desire.

The vacuum cups prevent slipping, and among the merits claimed for them are the fol-

lowing:

They cannot slip.

On or off when you desire. Can change heels to wear

Can be used on different heels.

Beautify your heels. Fit like a glove. Last longer, cost less.

It is a necessity for real comfort.

It may save a sprained ankle. Eliminates shabby, run-down heels.

They retail for 50c per pair, and can be furnished in black, gray, tan and white.

They come packed one pair in a box and 144

pair in a carton.

They will be glad to give information to any of our readers upon request.

### STANDARD STAMPING COMPANY'S REMOVAL

The Standard Stamping Company, formerly of Marysville, Ohio, is sending out notices of removal to a new location in Huntington, W. Va.

The new plant is a thoroughly modern brick and steel building, 110 by 200 feet, two stories high, a "daylight" plant equipped with every convenience for manufacturing. The location is three acres in extent, situated on the main line of the C. & O. railway in the heart of the city of Huntington. Huntington is situated on the banks of the Ohio river about midway between Pittsburgh and Cincinnati at the very base of supplies for coal, natural gas and

The Standard Stamping Company has attained some prominence as manufacturers of Hardware and

some prominence as manufacturers of Hardware and Electrical specialties, among which are "Fountain" Lawn Sprinklers, "Standard" Spray Pumps, "Standard" (Electric) Table Stoves, a splendid line of Gas Burners, Bond, Cash, Mail and Fishing Tackle Boxes.

Because of the better ficilities of every kind afforded by the advantages of the new equipment and location, the company expects to greatly better its service to a large clientele in every part of the United States and Canada. States and Canada.

The hardware business of Sterns & Son has been bought by C. W. Peterson at Iowa Falls, Iowa.

### CAN'T BREAK THE HABIT.

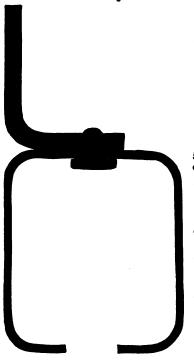
Enclosed find remittance covering three years subscription to the "Hardware World."

Although I am not now in the hardware business, I simply take the "Hardware World" for the many good things I find in it, and to keep posted on anything new in the line of hardware.

I want to thank you for the good things you are publishing, and you have my sincere wishes for your success. WILLIAM PAINTER. for your success. Nevada.



THE WAGNER LINE OF GARAGE DOOR EQUIPMENT.



The Wagner M anufacturing Company, Cedar Falls, Iowa, have recently brought out one of the most complete lines of Garage Equipment Door in the country. They make several tracks of different weights but their Ezy-Fit Track No. 50 shown in the accompanying illustration is said to be the most suitable for the general run of garage work. It is made of 15-gauge tough carbon steel, formed into shape by a powerful 33ton press, and is self-cleaning. special advantage claimed for this track is that it is exceptionally easy to put up as it is shipped with already brackets

The hangers are entirely enclosed and protected and it is impossible for the doors to jump the track or for the bearings to become rusty or

clogged with dirt.

Several styles of hangers may be used with the WAGNER Ezy-Fit Track and they can be adapted to right angle doors, doors sliding around the corner and for folding or accordian doors. The hangers have wide-tread tandem roller bearing wheels and ball bearing swivels and it is claimed that doors hung on this equipment will operate smoothly and silently.

The Wagner Manufacturing Company have always

distributed their products through the retail hardware trade. They have issued a special book of Garage Door plans, showing how their equipment may be adapted to various conditions. Copy of this catalog, with net prices, will be mailed to any dealer upon application to the manufacturers at Cedar Falls, Iowa.

### AVIATION MEN FROM MISSOURI

Those aeroplane engine men, who needed further proof that spark plugs can be manufactured commercially that will withstand the terrific and continuous strain put upon them by the higher compression and intense cylinder temperatures of the present day aviation motor, got what they wanted in the Labor Day Chicago victories of Ralph De Palma's Twin Six Aviation Motored Packard.

This is the second clean-up of this aviation motor within a month, the first being the three straight wins at Sheepshead Bay on August 18th.

At the finish in both Sheepshead Bay and Chicago De Palma's Bethlehem Plugs were found, upon examination, to be as perfect as when first put into his

A fool can say more in a minute than a wise lawyer can unsay for him in a month.

Good qualities are jewels that only good breeding can set off to advantage.

### NEW METAL WARE MANUFACTURERS

McLaughlin Company, Inc., Brookport, N. Y., of which J. R. McLaughlin is president, J. Foster Warner. vice president, and E. L. Matthews, secretary and treasurer, have issued their catalog No. 1.

Mr. McLaughlin, the president, has spent 30 years in the manufacture and sale of metal ware, and while their company is new, having been organized last year and commenced operations July 5th, their catalog shows they are making a full line of medium, heavy and light galvanized iron buckets, also a full line of light, medium and heavy tin pails, such as are used

for water and dairy purposes.

They make a full line of galvanized wash tubs in heavy and medium weights and a full line of one and five-gallon oil cans, heavy and medium weight.

Their factory and plant is modern in every respect, equipped with all the latest machinery.

They have been busy on a number of large orders for the war department, and are in a position now to

receive inquiries from the trade.

They will be glad to give full information and promise most excellent service.

I have just received your subscription invoice, and I am glad to renew my subscription, for of all the magazines that I get, the "Hardware World" is the best. Enclosed find my subscription for three years. JAMES O. HYSER. Youngstown, Ohio.

The Davis Slate & Mfg. Co., 610 East 40th street, Chicago, Ill., announce that Theo. Thygerson, for twenty-eight years in charge of the slate department of the L. Wolff Mfg. Co., Chicago, has become associated with them. Their engagement of Mr. Thygerson's services is in line with their policy to provide the best possible service for their customers. They will be glad to give full information to any of our readers upon request.



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T. M. SHEARMAN Editor and Manager R. L. SHEARMAN Associate Editor

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Boatmen's Bank Bldg. St. Louis. Phelan Bldg. San Francis 507 Pioneer Bldg.

Ellsworth Bldg. Chicago. 388 Taylor St Corner 10th Portland, Ore.

70 Fifth Ave. 415 Exchange Bldg. Los Angeles. 204 Scott Bidg. 220 Pacific Bldg. Vancouver, B. C., Canada.

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# **Business Opportunities**

#### WANTED.

Tinner and Plumber at once. Steady work. Address A. E. Browder, Albion, Nebraska.

### TRAVELING HARDWARE SALESMAN WANTED.

We want a first-class traveling hardware salesman in all that name implies, territory the Pacific Northwest. Give full information. Such information as you would want were the position reversed. Address W. F. J., care "Hardware World."

#### FOR SALE.

On account of sickness, a well established general hardware business, including shelf hardware, tin, agate, glass, crockery ware, stoves, paints, oils. Stock and fixtures invoice about \$8,000.00. Terms considered. Call or address George Imhoff, Folsom, Sacramento County, Calif.

### HARDWARE LOCATION WANTED IN THE PACIFIC NORTHWEST.

I am contemplating a change, and am looking for a hardware location somewhere in the Pacific Northwest. I would like information as to a business or the possibility of a location in Oregon or Washington. Give full information. Address A. Otto, care "Hardware World."

### I WANT TO GET BACK IN HARDWARE BUSINESS

in which I have had 20 years' experience. Advise me how much stock, how long the business has been established, amount of fixtures, what kind of delivery. How many clerks. Cash sales and Credit sales in 1916 or your credit customers of 30 days or longer. Size of town. How many other hardware stores. How many other stores carry hardware, or granite ware or house furnishings. Address "B. C. J.," care "Hardware World."

#### DO YOU KNOW THEM?

The Kennewick Hardware Company are desirous of locating the following parties:

S. B. Robberson, Farmer, formerly Richland, Wash., removed to Nez Perces, Idaho, from there to some place in the Palouse country.

some place in the Palouse country.

A. A. Haskell, formerly Kennewick, Wash., (painter) removed to Vancouver, Wash., then to some place in the Willamette Valley, Oregon.

Any of our subscribers in the Palouse country or the Willamette Valley having knowledge of these parties, will please communicate with the Hardware World.

FOR SALE—Hardware stock, clean and well assorted, located in live, up-to-date Southern California city. Finest climate and water in the state. Will invoice about \$25,000. Best reasons for selling, full particulars on request. This is a splendid opportunity for some one wishing to live and do business in the garden spot of the U.S. Address Box A, care Hardware World.

# CAN'T BE BEAT.

We wish to "fess up" the "Hardware World" as a trade journal is one that can't be beat, and the three of us can't get along without it. It is spicy, to the point, and very helpful to every hardware merchant and salesman.

We remain a staunch friend of your journal, PIT BIVER HARDWARE CO.

#### WANTED.

Hardware Specialty lines wanted on commission basis by jobbing and commission firm located at Winnipeg, covering provinces of Manitoba, Saskatchewan, Alberta and British Columbia. Address Bouey Bros. Co., Ltd., Winnipeg, Canada.

#### WANTED.

Energetic, Experienced hardware salesman of modern established retail store in Southern California. One with expert knowledge in publicity, window trimming and selling. Chance to invest if you can deliver the goods. Money not needed, investment offered only as an inducement to get a capable man. Address "H. W.," 1093 Pine Street, Riverside, California.

#### HIGH GRADE TRAVELER WANTED.

We want a high grade traveler in all those words imply for Colorado territory. A clean cut man of good character and habits. A salesman in the best sense may learn something to his advantage by giving full particulars and addressing Colorado, care "Hardware World."

### YOUNG LADY BOOKKEEPER AND STENOGRAPHER WANTED.

We desire an experienced lady bookkeeper and stenographer. Permanent position and right salary to one who can fill the position. Our line is hardware and furniture, and this is a splendid opportunity for an ambitious, capable woman. Address L. G. SHANKLIN, Gallup, New Mexico.

#### I WANT A POSITION

I want a position where ability counts, where there is opportunity to go ahead, and prove my worth. I am 40 years old, married, have no bad habits, do not drink or use tobacco. I have had a general hardware and implement experience; have sold gas engines and implements for a number of years. I can give good references and bonds. Address F. M. A., care "Hardware World."

### GOOD OPPORTUNITY IN NEVADA

Since I haven't had time to give my personal attention to my business, I will sell the stock of goods and the business, or I will sell the stock of goods and rent the building for \$75.00 per month. It will require an investment of about \$17,500.00 to purchase the real estate, building and merchandise. Sales run from \$30,000 to \$35,000 per annum. Address B. M. Co., care Hardware World.

### FOR SALE

Chas. H. Kewell Co., Inc., established 15 years, wish to sell their retail sporting goods business and confine their energies to manufacture fishing tackle specialties. Stock inventoried January 1, 1917, about \$4000; can not be replaced at this figure today. Will sell on terms to suit purchaser. A good going business; could be incorporated with hardware store as sporting goods branch. An excellent opportunity for sporting goods salesman to get into business.

We Manufacture for the Trade Plies, Spinners, Spoons, Leaders, etc.

Write for 1917 Angler Specialties Catalogue.

CHAS. H. KEWELL CO. Inc.
436 Market Street - - San Francisco, Cal.

\_\_\_\_

The St. Paul Mercantile Company, St. Paul, Nebr., has opened a hardware department.





A, E, I, O AND U
By Harry Gale Nye.



There is hardly a word in the English language that can be spelled with any great success without the use of one of the five letters hung above. There are some Russian ones that can, for a Russian would give up all the vowels there are rather than part company with a solitary z. But when it is ordinary

language we are dealing in, a, e, i, o and u are

the old standbys, and sometimes y.

A, e, i, o and u will spell pretty nearly anything, but the thing we want to call attention to now is the fact that they spell success. They are the five letters that are needed worst in any business, for they are the five letters that not only spell success, but also profits and fame and everything the young man in business desires, whether he runs a plumbing shop or a factory, a store or hotel, a lunch wagon, or a bowling alley. No matter whether you sell valves or velvets, tools or truffles, sinks or sardines, you have to have old a, e, i, o and u working around the place or success will never light there any more than a humming bird.

For A means Ambition, and Ambition means much. The man who is satisfied if his shop just pays him a living will find that it does Some folks try to make it appear that discontent is a sin. Well, discontent that isn't hooked up with Ambition is. But discontent that wants to do bigger and better things, and won't be happy till it does, is a pretty good kind of a sin to have around. If Ambition is a sin, there are a lot of saints in the plumbing business. Ambition is the fellow who pulls you out of bed in the morning and makes you hustle and catch the seven o'clock car. Ambition is the chap who stands at your elbow all day and helps you study out this and figure out that, and sends you home to the wife and kids at night tired, but happy.

A is the first letter in the alphabet, and Ambition is the first requisite in business.

Then comes E--and E means Energy. be ambitious may be only to dream but to be energetic is to do. Ambition sets the mark. but Energy pulls the trigger. Having ambition and given energy, one can accomplish great things. Ambition is the lead horse, that shows the way, but old Energy comes along with the load. Energy keeps you driving away all day with the bone labor that is dull but necessary. Energy is a drudge but does not complain. Energy does old things over and over long after ambition has wearied of them and gone to hunting for something else. Ambition sometimes worries, but Energy works. Energy is the thing that makes a steam engine, or a dynamo, or a man.

But one must have more than ambition and energy, he must have Independence. He must be willing to get off the path once in a while and make a path of his own. Independence was good enough for a lot of people to die for, and it ought to be good enough to use in a man's business. Independence experiments with new ideas, new materials, new methods. Independence holds up a man's head like a checkrein on a horse—and the man generally needs it more than the horse. Independence makes you willing to lose money rather than lose an ideal, to sacrifice profit to quality, returns to reputation. Independence gives you the right to have ambition and to use energy. Independence helps a man win independence.

But even with ambition and energy and independence there come days of discouragement; then it is that you need Optimism. The Gloomy Gus hurts his own business and the business of everybody else. He sees the sun go down at night and swears it will never come up again. The Optimist points to the moon and swears that that is the sun. Optimism makes friends, and friends make business. Optimism is the boy who will get you across when ambition lags and even energy drags its feet and independence is beginning to doubt.

A for Ambition, E for Energy, I for Independence, and O for Optimism. But you say, there is U. What about U?

Why, brother, U is you!

THE ORIGINAL

# "WESTCOTT" ADJUSTABLE S WRENCHES

Eandle Best Malleable Iron; Jaw, Steel, Mardened





POR PIPES

Sizes, Each Style, 6-in., 8-in., 10-in., 19-in., 14-in. SUPERIOR QUALITY AND CHEAP

We are the only makers of the "WESTCOTT" (Name on Handle), which has stood the test of years and is now more popular than ever.

ASE YOUR JORDER

THE KEYSTONE MFG. COMPANY BUPPALO, NEW YORK Mr. Dealer:

## Our "Faultless" Fixtures

Are the products of leading manufacturers in their respective lines.

They are carefully selected and closely inspected, so in purchasing material bearing the "FAULTLESS" Label, you are assured of receiving perfect and DEPENDABLE WEAR.

The sale of High Grade "Guaranteed" Fixtures allows you the legitimate profit to which you are entitled, by eliminating unnecessary and expensive return calls to make repairs caused by the installation of inferior material.

Absolutely Guaranteed
Sanitary -- Durable -- Ornamental

### M. L. KLINE

Wholesale "Faultiess" Plumbing and Heating Supplies 84-86-87-89 Front Street, PORTLAND, ORE.



### KEEP UP YOUR STOCK

My suggestion to the retail merchant for purchases for Fall and Spring, the way the outlook is at present, would be:

"Keep up your stock, ordering well ahead

to avoid delays, but do not stock up."

M. L. KLINE.

### ADVISE A CONSERVATIVE POLICY

We believe that basic materials have reached their apex in prices, that the speculative features have long passed. We can only advise

a conservative policy in buying.

In regards to manufactured goods, in certain lines further advance in prices are to be expected owing to the fact that manufacturers have now to figure on the increased cost of material, owing to old contracts having expired, continued increased wages, lack of labor to operate plants to maximum capacity, and the prevalent industrial strikes that curtail factory outputs.

The distant future, however, is not so clear as to advise buying for any great length of

time. Yours truly,
HOLBROOK, MERRILL & STETSON, H. Morris, Assistant to the President.

### TIPS TO A SALESMAN By Harold R. Burleigh.

"Salesmanship," says Hugh Chalmers, "is simply making the other man see a thing as you see it."

To sell a man you must change his mental attitude and make it accord with yours. But, first of all, your own mental attitude must be

right.

You cannot repeatedly convince others of what you do not believe yourself. You may do it occasionally; but you cannot day after day successfully persuade others they ought to buy what you do not honestly believe is a good thing.

If there is in this organization a man who does not unreservedly believe in our business and our policy, I say to him: "You are a stumbling block in the way of your own success. You are working under a tremendous handicap—at a mere fraction of your best efficiency—because the power of enthusiastic faith is not behind your efforts."

Get outside yourself. Ask yourself what you doubt and why you doubt and then honestly and fairly satisfy yourself upon every point, just as you would expect to satisfy the most conservative and conscientious buyer.

Knowledge is confidence. First, find out. Sell yourself. Get your own mental attitude right—and no obstacle will stand before the overpowering force of your enthusiasm.

W. H. Beasley of San Francisco has opened a plumbing shop at Antioch, Cal.

### HOW THOMAS EDISON GOT HIS START

"I want 1000 newspapers."

The circulation man of the Detroit Free Press looked in amazement at the frecklefaced lad who made this astonishing request.

"Got the money?" he asked.

"No, sir." "Get out!"

The boy got out. He went directly upstairs to the office of the publisher, where the big men could not enter without an appointment.

"I want 1500 papers, Mr. Storey," said the boy. Then he explained that the people along the line of the railroad would be eager to get the news of the battle of Pittsburg Landing.

"Can you pay for them?" asked Mr. Sto-

"Soon as I sell them," answered the boy. Mr. Storey wrote something on a slip of paper and the boy took it down to the circulation man.

"Fifteen hundred!" growled the man;

"thought you only wanted 1000?"
"O, I thought I might as well be refused 1500 as 1000," grinned the boy. And that is one of the things that helped Thomas Edison, the world's greatest inventor, to success.

### Make Use of Opportunity.

He had learned of this battle. He knew the people along the line would be anxious to hear the news. He had no money, but he had courage and what is better, he had the habit of thinking things out, of thinking ahead. ally he sold about 60 papers along the train route. How could he sell 1500. He had thought that all out in advance and he went to a telegraph operator whom he knew was fond of reading.

"If you'll wire ahead to every stop that there's a big battle and I am coming with the papers telling the story with a big list of the dead and wounded, I'll give you a daily paper and two magazines a month for six months,"

bargained young Edison.

"I'll do it," agreed the operator.

When Edison reached his first stop, at Utica, there was a mob waiting for the papers.

"I thought it was an excursion at first," said Mr. Edison. "I sold more than half my papers there, charging 10 cents each. At Mt. Clemens there was another big crowd and at Port Huron I sold out, getting 25 cents each at the last two places."

### Power of Observation.

Not long after that young Edison noticed how eager the railroad men were for news. They would sit and gossip about railroad affairs like a lot of women at a quilting party He got an old hand press, some type and set it up in one end of the baggage car where he kept his papers. It wasn't long before three





In writing the

company address

Department HW.

# ARMSTRONG Tools

Tools bearing the name of the Armstrong Mfg. Co. are superior made tools. Perfect in construction, accurate and dependable.

The name of Armstrong has ever stood for the best in service, quality and workmanship.

Tools with an Enviable Guarantee.

Send for our catalog of Genuine Armstrong Stocks and Dies, Water, Gas and Steam Fitters' Tools and Pipe Threading Machines.

### THE ARMSTRONG MFG. CO.

276 Knowlton St. Bridgeport, Conn.

Quart No. 32

THE

# "American"

GASOLINE BLOW TORCH

Highest Grade Torch made. Lowest price consistent with Quality.



Pint Mo. 48 Auto Torch



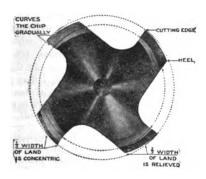
THE OPTIMUS MANUFACTURING COMPANY

Henry W. Peabody & Co., Agents

STATE STREET - NEW YORK



# ©TD Taps are Relieved Like a Milling Cutter





That is, one-third of the land back of the cutting edge retains the full cutting size. The remaining two-thirds is relieved on top, bottom and sides.

This reduces friction, prevents binding and makes the tap cut free and easy.

You should learn more about the G. T. D. line and the consumer advertising we are doing to create a demand for G. T. D. tools.

Ask for particulars, literature, etc.

# GREENFIELD TAP & DIE CORPORATION

Greenfield, Mass.

New York, 28 Warren Street Chicago, 13 South Clinton Street London, 149 Queen Victoria Street Canadian Factory, Wells Brothers Company of Canada, Ltd., Galt, Ontario boys were helping him and he was printing 400 copies a week. If Brakeman Jim Jones broke a leg or locomotive No. 9928 blew out a cylinder, he put it in his paper and the men liked it.

At that time he was experimenting with chemicals and tipped over a bottle of phosphorus, which set the car afire. There was a lot of smoke, but he got the fire out. The conductor, who disliked him, threw off his printing plant, chemicals and paper at the next stop and boxed his ears so violently that it led to his permanent deafness.

The railroad people let him go back, on his promise not to mess things up with his chemicals any more. There had been many complaints about the "Edison boy who messed everything up with his fool chemicals."

Not long after that the little 2-year-old son of the station master and telegraph operator at Mt. Clemens sat in the middle of the track as a string of cars were being shunted down. Young Edison saw him. Instead of shouting and frightening the boy he jumped from the baggage car door where he was standing, threw the baby off the track and managed to get up so that the car actually bumped him out of the way.

"I'm a poor man," said the station master, "but you can have the few hundred dollars I have saved up, and welcome."

"Don't want your money, but will you teach me how to send telegraph messages?" begged Edison.

In two months' time he was a capable telegraph operator.

He invented the duplex telegraph and nearly starved before he could get it adopted. He landed in New York City with a dollar in his pocket, looking for work. Three nights he slept on park benches. One day he went without food. As he was passing a broker's office he saw the stock ticker and there was great excitement inside. He stepped in while they were yelling for some one to go here and some one to go there and have it fixed.

"I think I can fix it for you," he said.

They let him try. He opened the ticker, lifted a loose contact spring that had fallen between the wheels and it started up again.

Just as he did this the man who had a big interest in the ticker service saw him. "We're having trouble with this service. If you can keep it going for us we'll give you \$300 a month," he said.

"I nearly fainted when I heard this," says Edison, "but I remained calm and agreed to do it, demanding an advance in 'good faith.' I really didn't want it for good faith, but for pork and beans. I hadn't eaten for nearly 30 hours. Nothing ever tasted quite as good as that dish of pork and beans.

### Using His Brains.

Edison kept using his brains while holding down his job. He learned why the tickers wouldn't work well and he improved them, securing a patent. When the company asked him to make an offer he wanted \$5,000. He was about to ask for it in fear and trembling when he used his brains again. "I'll make them do the offering," he thought.

They gave him \$40,000.

He made exactly \$35,000 by using his brains.

All the world knows of his rapid rise after that. This money enabled him to build a laboratory and experiment. Everyone knows how he invented the incandescent light, the phonograph, moving pictures, quadruplex telegraph, speaking parts of the telephone, electric railways, storage batteries and scores of other great things.

And practically all the schooling he got was

at his mother's knee.

But he used his brains about the newspapers, the railroadmen's paper, the little boy on the tracks—everything.

Today he continues to sit in his West Orange Laboratory and think, sometimes for ten

hours at a stretch.

And if brains are not made to be used, why do we have them?

### W. W. MONTAGUE COMPANY DISPOSES OF BUSINESS

W. W. Montague & Company, who have been engaged in the wholesale and retail business in San Francisco for the past sixty years have disposed of their business to Heyman-Weil Co. of San Francisco who have purchased the corporation, stock and real estate.

The house of Montague is well known throughout the Pacific Coast, being one of the pioneer merchants in this line. In the early days their trade extended throughout the Pacific Coast, as far as Montana and Utah.

Mr. Montague is confined to his room with illness and has not been able to give personal attention to his business for some time.

The Eckhart Plumbing & Heating Co., Seattle. Wash., have secured the contract for the plumbing and heating in connection with the remodeling of the Chelsea Apartment, the amount approximating \$8000.

The Gallup Tin and Hardware Co., Gallup, New Mexico, have been adding to their store and warehouse facilities, with the intention of materially increasing their stock. They report a very satisfactory season's business.

S. Hill & Son, Santa Ana, Cal., have enlarged their sheet metal department, doubling the floor space and installing a number of items of new machinery. This department of Hill & Son now employs thirteen men. They do considerable sheet metal work, including skylights, hollow metal windows, etc., installing in snumber of the new municipal and county buildings in their section.





on a union is the sign of double protection

Your customer is protected against dissatisfaction by the approval of the Underwriter's Laboratory—the excellence of the material used in making—and the special improvement in the bronze seat, which prevents leaks and makes proper fitting more easily accomplished.

Our guarantee protects you—you can sell the Rhode Island Union with the absolute knowledge that it is backed by the factory that makes is.

Our booklet tells the complete story. We will glady send it to you.

RHODE ISLAND FITTINGS CO.

HILLSGROVE, RHODE ISLAND

## YOU are the Loser



PATENTED No. 41 Kerosene Torch if you don't use good torches and furnaces. Why not use a make that is known the world over to give perfect satisfaction at reasonable prices?

If you have never tried the "ALWAYSRE-LIABLE" you surely do not

know their merits. Ask your friend mechanics why they will not use any other. There must be a good reason.

Write for a catalog which explains our line and then try some when you are again in need. You won't regret it.

OTTO BERNZ, Newark, N. J.

## Dependable Tanks



If you desire the best, choose our

#### "Copper Brazed" Construction

Positively hold air without loss of pressure.

Pneumatic and Storage Tanks.

Range Boilers, Riveted or Welded.

Special Tanks for Air, Gas or Liquids.

Manufactured by

WM. B. SCAIFE AND SONS CO. Pittsburgh, Pa.

Factory, Oakmont, Pa.

#### OVERHEAD EXPENSE ITEMS IN THE WARM AIR HEATING BUSINESS

The Official Bulletin of the National Association of Master Steam and Hot Water Fitters calls attention to the importance of overhead expense at this time and to the numerous requests for data to figure this cost. The list is quite comprehensive and runs as follows:

Salaries.

Employers' salaries or executive officers' salaries (such amounts as are drawn from the business for èmployers' own services).

Superintendents. Estimators. Draftsmen. Bookkeepers. Stenographers. Clerks. Office collectors. Office boys. Other office help. Stockkeepers. Porters. Other non-productive labor.

Rent or Establishment Maintenance.

(If buildings in which you carry on your business are owned by you, 10 per cent of their value should be charged off yearly as rental.)

Store rent. Shop rent. Water rent.

Gas and electric bills.

Power for shop.

Heating.
Depreciation of office equipment, 10 per cent (it is recommended that 10 per cent of the cost value of such equipment should be written off each fiscal year).

Shop repairs. Depreciation on shop equipment, 10 per cent.

Tools lost, strayed or stolen.

Depreciations and repairs to tools, 20 per cent.

Replacement and repairs: To tool house

To tool chests

20 per cent. To time clock

Maintenance of real estate.

Cleaning show room and establishment.

Watchman,

Soap, matches, waste. Oil, belting, dressings, charcoal.

#### Deliveries.

Include the following items except where used for deliveries charged on estimate sheet:

Garage and barn rent. Automobile maintenance. Auto truck maintenance. Depreciation on same. Gasoline and oils.

Cartage, freight and express not chargeable.

#### Assessments, Dues and Donations.

Association dues and fines:

Master Steam and Hot Water Fitters' Association Building Trades Employers' Association.

Credit Association. Other organizations.

Donations, tickets.

#### Sunday Business Expense.

Insurance:

Liability for office force. Liability on labor not chargeable. Plate glass insurance.

Business life insurance. Fire insurance on stock.

Fire insurance on buildings.

Interest:

On capital, 5 per cent on amount invested.

On notes payable and receivable. On certified checks while out.

On overdue accounts.

On loans to and from. Taxes:

United States Government. State.

County.

City.

Corporation. Legal Expense:

Attorney's fees.

Notary public. License to work in other states.

Entertainment:

General. Individual expense.

Stationery and printing.

Postage.

Office supplies.

Telephones.

Telegrams.

Bullinger's Guide, time tables, etc.

Text books.

Blueprints and drawing materials.

Wrapping paper, twine, packing boxes, barrels, etc. "First aid" medical kit.

Dodge or other building reports.
Dun's, Bradstreets or other mercantile reports.

Buying directories.

Trade magazines.

City directories.

Signs.

Photographs of buildings, etc.

Collection charges (attorney's bills).

Traveling expenses.

Attending conventions expenses.

Carfares.

Auditing books.

Patents.

Bid bonds (this item means your outlay for all bonds you must obtain to accompany bids, for work which you do not get, even though you have placed the cost of bid bonds on your estimate sheets).

Safe deposit.

Drinking water and ice.

Laundry, towels.
Gifts for Christmas, special commissions, etc.

Depreciation on stock and materials on hand, 10 per cent.

Depreciation on equipment, 10 per cent. Allowances or rebates on settlements.

Lost accounts.

Lost shop time.

Lost time of mechanics paid but not chargeable.

Deadhead repairs or "come-backs."

Typewriter and adding machine repairs. Removing rubbish and ashes.

Incidentals and all other items you pay for which you do not sell, except equipment.

#### No. 204 Turner Torch



A strictly high grade torch sold under the maker's guarantee. If you want the best torches on the market for your work use the Turner.

No. 204, Quart Size, Each, \$7.60 List

Ask for Catalog No. 4.

THE TURNER BRASS WORKS, Sycamore, III., U. S. A.



"pacific" Plumbing Fixtures are of higher quality than ordinary fixtures, yet they cost no more.



Main Office and Show Room 67 New Montgomery Street 'San Francisco, Cal. FOR SALE BY ALL JOBBERS

Factories
Richmond and San Pablo
California



Mo. 1 FIRE POT List Price, Each, \$13.60; Ask for Discount

#### The No. 1 C. & L. Fire Pot

is the best general utility Fire Pot ever produced. The top section will easily care for a pair of 12-lb. coppers and melt a pot of metal at the same time, if desired. The burner is swiveled, giving the operator perfect control of his fire at all times. The tank is made of heavy gauge seamless drawn steel, reinforced, with all fittings, and the bottom welded in and fitted with patented cushion protection band and dust-proof filler plug. The No. 1 is a winner—include it in your orders. Jobbers supply at factory price. Send for catalog—it's free.

CLAYTON & LAMBERT MFG. CO. Detroit, Mich., U. S. A.





IRON CEMENT No. 5

For making hub joints on cast iron soil pipes, gas and water mains.

EASY TO APPLY

Difficult joints quickly and easily made

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For Sale by Supply Houses

Sold in 1, 5, 10 and 25-lb. tins.

#### Precedence Does Not Guide the Pacific Plumbing Fixture Companies

In the last few years these companies have increased in size from an organization employing about a hundred men and selling only in California, Oregon and Washington, to their present size—and doing an international business.

In China, Australia, Russia and almost every part of the Orient, these companies do an enormous business—which is growing larger and larger every month.

The high quality and modern



designs of Pacific Plumbing Fixtures have caused them to fairly dominate the Oriental field, for the plumbers were quick to install Pacific Plumbing Fixtures so that their clients could get the highest quality of Pacific Plumbing Fixtures. The splendid organization of the Pacific Plumbing Fixtures Companies has helped their success. They learned each country's customs

by sending a representative to visit it and study its business methods and the types of buildings being erected in each country.

These illustrations show the sales force and the show room of the North China representative, The American Sales Corporation of Shanghai.

The American Sales Corporation is typical of the firms that represent the Pacific Plumbing Fixtures Companies throughout the Orient and enables them to dominate.

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Plates carried by the leading plumbing and supply jobbers.

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Southington, Conn.

Pacific Coast Representative W. E. GILCHRIST



A GOOD UNDERSTANDING is what makes the **MARTIN** Portable Vise Stand and Pipe Bender stand without hitching. Legs are quickly detachable. Light and easy to carry. Bender has a capacity of 1/4 to 1/8 inch pipe.



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**Patented** 

We want you to try the MARTIN for 10 days at our risk. Send it back if you don't like it.

Write now.

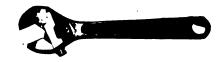
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Crescent Tool Co.
Jamestown, N. Y.



# A Study of the Different Types of Pipes Used in Disposal of Rain Water From Buildings

Submitted by James W. Anderson, Sanitary Engineer Of Harvard University, Class of 1917

Winning second prize of \$50.00 in the Nelson Contest at Harvard University (1917)

#### Introduction.

THE object of this paper is to show the main points which should be considered in the design and erection of gutters, leaders and soil-pipe used in the disposal of rain water; to show what methods and materials are used by plumbers today; and to offer a few practical suggestions which it is hoped will improve existing conditions.

The suggestions made must be considered as very general, because of the many varying conditions which enter into any particular problem, as the size, the character of the material used, and the pitch of the roof; locality of the building; the amount and nature of the precipitation; and the climate.

#### Gutters.

The function of a gutter is to carry off the water that falls on the roof, whether in the shape of rain or snow, and to prevent water from dripping from the eaves onto the walls of the building.

The most important thing to be considered in the design of roof gutters is the amount of annual precipitation and its character. yearly rain-fall in the United States varies from zero to two hundred inches. In the case of heavy showers, the amount of precipitation varies considerably over a small area. The situation is further complicated in some sections by a heavy fall of damp snow, followed by a warm rain; in others the snow is never a factor in the problem of roof-water disposal. plumbers and architects interviewed do not make use of the meteorological information which is easily obtainable, but rely wholly on their own past experience to aid them in choosing the proper size of gutter. This selection is further a matter of rule of thumb, as there is no empirical formula by which you can compute the size, as in the case of conductor pipes.

The shape of the gutter is the next important consideration, and it seems to be customary to use half-round corrugated gutters wherever the architectural features of the building in question will permit. Square gutters are used to some extent in the warmer climates, but their use is exceptional in northern climates. The advantages in the use of the half-round gutter is easily explained. When water freezes it expands and tends to lift itself out of the half-round gutter because of axial pressure; whereas in the case of the old type of square or box gutters, the ice-pressure is perpendicular to the

sides of the gutter and so causes the gutter to break rather than force the ice up.

In conjunction with the designing of the gutters, an effort should be made to decide what material is best suited for the purpose at hand. Something should be known, therefore, of the durability and appropriateness of the various metals in common use. In actual practice, it is found that the above two qualities are not, as a rule, the determining factors in the selection of suitable material, but the income of the builder and the use to which the building is to be put. A rich man, building a house for his own use, generally uses copper, and once in a while cypress; a rich man, building a house for speculation, invariably uses a galvanized metal. as galvanized sheet iron or steel. Very little thought is given to the advisability of the selection made other than the immediate financial one, and judging from the information gathered from practical men, this has always been the controlling factor. Very little information is available, therefore, as regards the longevity of the metals used in gutter construction. Here, then, is a big field for some company who would carry on experiments covering, as they necessarily must, a term of years.

The materials used for gutter construction are wood, copper, cast iron, galvanized sheet iron, galvanized sheet steel, "toncan metal" and lined wooden gutters.

#### Wooden Gutters.

Wooden gutters are used mostly on dwellings in New England, where they have been found to be durable, since they are very resistant to freezing. These gutters are worked out of solid pine or cypress—the common shape being that shown in Figure 1.

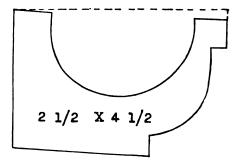
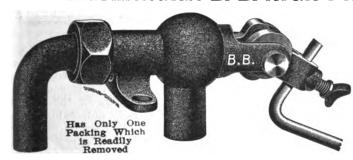


Figure I.

In this country cypress gutters are in use today which were put up thirty years ago, and

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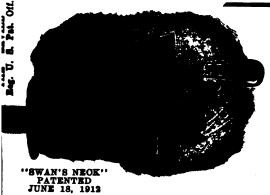


They can be had for top supply, bottom supply, end supply, bottom supply low down and high low down, with either rough or nickel plated nuts and tails, also that the tail piece can be had for lead pipe or threaded with any thread desired.

All sizes up to and including 4-inch carried in stock.

No Special Packing Eequired. Ground Joint Coupling, which is always tight. No hammering. Renewable Seat of Steam Metal. No Singing or Whistling. Boller Bearing Lever on Cam, Beducing friction to lowest amount.

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ONLY faucet with all operating parts within basin.

If hands are soiled or holding something, faucet can be opened or closed just as easily with a finger, the wrist or arm. Opens to full stream and shuts off in fraction of a minute of "SAVILL" Faucets are a profitable and most satisfactory line Invasticate new Investigate now

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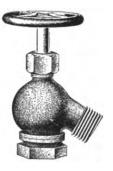
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## Recognized Quality

Which command repeat orders for you.



Sizes 1/2" to 21/2" inclusive. Both bent and straight Hose Spout.

HAYS MFG. CO., *Erie, Pa*.

W. Erwin Gilchrist Pacific Coast Representative 681 Market Street, San Francisco. they are still giving satisfactory service. A very interesting case of wooden gutters was found on the wooden building of a metal-worker's concern in England a short time ago. In dismantling a mill over one hundred years old, an old wooden gutter was found which had been in use since the building was erected. In spite of the fact that no preservative of any kind had been used to protect it from decay, it was in an excellent state of preservation. The wood from which it was probably made was "red deal"—a wood native in England.

Cypress gutters can be obtained in twelve or sixteen-foot lengths, and if greater lengths are needed, two or more pieces may be butted closely together, and the joint covered with a strip of sheet lead carefully tacked down all around; the tacks must be small and put very

close together.

Pine is not considered as being very serviceable, because it splits and does not last very long.

#### Copper Gutters.

Without doubt, copper is the most durable of all the materials that can be used for gutter construction, and it is so recognized by all men who handle gutters and leaders at all. Most of the men in the trade who were interviewed considered the question, "How long do you think copper will last under normal conditions?" a rather foolish one, and after a second's hesitation, they invariably replied. "for-Copper will undoubtedly last a long time, but it is to be doubted if there are reliable data which would give us any idea as to just how many years of service we might expect. This metal is very expensive, but should always be used when the rest of the construction will warrant the expense.

Sixteen or eighteen-ounce cold-rolled copper are the two grades used—and the sixteen-ounce being used mostly for ornamental work.

#### Cast Iron Gutters.

Cast iron is largely used in England in connection with wooden eaves, but it is never put up in this country. No data were obtainable as regards the shape, method of hanging, length of section, or longevity of gutters of such material.

#### Galvanized Iron and Steel Gutters.

Gutters of this material are very common in all parts of the United States, and are used on all types of construction. They can be obtained in all the common shapes and in 10 or 12-foot lengths. They may also be obtained plain or corrugated, although the corrugated gutter is the type used to the greater extent. As regards the life of such material, nothing definite is known. One prominent manufacturer of such gutters placed their life between two and twelve years, but he refused to guarantee that the material would last even for the shorter period. Many cases have been found where the gutters on one side of a building were as good as new

at the end of two years, and those on the other side have been so completely rotted out they have had to be replaced.

Plumbers could not be found who could explain this peculiar state of affairs, but it would seem that possibly the following explanation might bear studying: It is known that acids and moisture are very conducive to corrosive action. The extended use of soft coal has increased the amount of acids in the air-sulphuric acid being especially noticeable. Might not, therefore, a gutter on the side of a house exposed to the winds which carry the most moisture and which blow over a manufacturing concern using a considerable amount of soft coal have deposited on it a dilute solution of sulphuric acid? There are likely to be spots on the gutter which have been imperfectly galvanized, or which, in the building of the gutter, have had the zinc scraped off, leaving the iron or steel bare. The stage is all set. therefore, for electrolytic action. An electric current is generated flowing from the iron to the zinc in external circuit, and from the zinc to the iron in internal circuit. The zinc will go in a solution and the action will continue until all of it is used up, because the oxygen of the air insures depolarization. The iron or steel is left bare then to the ravages of the same galvanic action. The heterogenity of the surface, either chemical or mechanical, furnishes the electrodes of dissimilar character: the moisture of the air made more acid because of the dissolved sulphuric or other acid gases is the electrolye; the electrical circuit is completed by the contact of the electrode spots in the metal; while as before, oxygen in the air prevents polarization and insures continuity of action. All the above factors must be present for this action, and it must cease if any one is withdrawn. At the points where the iron forms the anode, it will go into solution, be converted into a hydrate, and be precipitated as such. It will eventually be converted into the hydrate or oxide more commonly known as rust. In the case of tenement houses, the cause may often be ascertained by investigating the use made of the gutters by the tenants.

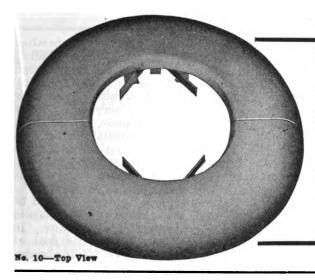


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torches and fire pots often are costly experiments. We guarantee C. & L. Fire Pots and Torches to give satisfaction in the hands of the user, and we are always anxious to see that the user is pleased and satisfied. Remember you buy fuel often, but a fire pot or torch only occasionally, and it pays to buy the best. All leading jobbers supply at factory price. Send for catalog—it's free.

CLAYTON & LAMBERT MFQ. CO, Detroit, Mich., U. S. A.

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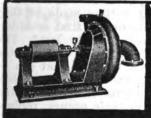


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Our No. 10 Floor and Ceiling Plate the best universally used. It is the most satisfactory, most reliable plate made. All we ask is that you try it once—then compare it to any other plate you've used. We're sure you'll agree with us that this No. 10 is the winner.

# THE BEATON & CADWELL MFG. CO.

New York Office and Store, 234 Water St. Pacific Coast Representative, Wm. P. Horn & Company, Rialto Bldg., San Francisco; Dekum Bldg., Portland; Hollenbeck Bldg., Los Angeles. Middle Western Representative, Harry Verbeck, 129 No. Clark St., Chicago, Ill. Western Canadian Agents, A. E. Hinds & Co., Chamber of Commerce, Winnipeg, Manitoba. Southwestern Representative, J. R. Devereux, 233 St. James Street, Montreal, Quebec.



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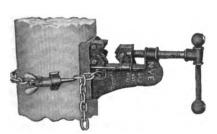
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#### Did You Ever See a Bull Pup Take Hold on a Root and Shut His Eyes to Everything Else in the World and Just Hold on?

Did you ever have some chap return a five-dollar loan long after you had given up hopes and were as flat broke as a tramp?

A NYE CHAIN VISE has in its jaws the tenacity of the bull pup—it also has in its absolute ability to fill a long felt want, the perfection of that five-dollar note.

It takes all sizes of pipe from ½ to 2-inch coupling. The steel chain attachment is guaranteed to stand a strain of 2000 pounds. It will hold like a mortgage and the chain will not even mar a painted pole.

You Can't Beat That Without You Cheat

NYE THE DIE MAN

The Nye Tool & Machine Works

116 N. Jefferson St., Chicago, Illinois

In many cases they have been found to be used as sewers by the occupants of the roof stories, and under such conditions it is only a question of a very short time before the acids of the sewerage completely rot out the pipes.

It would seem, therefore, that there were at least two ways of preventing corrosion. First, incorporate in the metal itself some substance which is resistant to acid and forms with the metal a compound which will be acid-resisting. Second, to cover the metal with a coating of

some sort which is acid-resisting.

Under the first, it has been found that for some reason or other copper mixed with the iron or steel when the latter are molten increases the resistance of these metals to corrosion. The amount used is small, 0.2 to 0.3 per cent. Yet the claims made that it has lessened corrosion are well substantiated. The claim would seem to fail on the ground that the electro-negative nature of copper should make it an accelerator rather than a retarder of corrosion, in the light of the electrolytic theory. This would be correct, provided the added copper existed in the mass or metal as distinct or isolated particles. In point of fact, however, the amount of copper is so small that it is held in solid solution in the iron; homogenity of structure is the result, and its individuality becomes lost and is merged with the iron. The reasons for the protective action of the copper are not definitely known. It may be that there is some lowering of the electrical potential or solution pressure as compared with It may be that, as solution does the iron. occur, there is precipitated over the entire surface a thin metallic film of copper, which protects as long as it is intact and which renews itself automatically in case of abrasion.

There are no records of work done the second way which has proven effective. Paint has been used to a large extent, but it wears off the metal easily, and has to be renewed fre-

quently to be of any use at all.

#### "Toncan" Metal Gutters.

There is a metal on the market known as "toncan metal," which has found considerable favor amongst metal workers and plumbers for gutter work. It is very easy to work and is fairly resistant to corrosion. It has not been on the market long enough yet for us to be able to state definitely just how long it will last. Its exact composition is not known, but it is believed to be an alloy of copper and iron or steel.

#### Lined Gutters.

It seems to be the consensus of opinion amongst plumbers that the best materials for gutter lining are the following, they being arranged in the order of excellence: Copper, lead, tin, and galvanized iron. Zinc is but little used.

It is agreed that copper if properly laid to allow for contraction and expansion, is the most durable material. It is always specified on high-grade jobs. The objection to lead is that while the metal itself lasts it creeps when expanding and contracting, and this expanding of the metal causes buckles which eventually crack; and the metal tears very easily. For ordinary jobs a good tin plate, if carefully applied, will make a substantial gutter.

This is a much-debated question, and many pages of discussion about it are to be found in all the leading trade periodicals. Very little has actually been accomplished, however.

In this whole question of gutters, it must be remembered that the gutter receives harder usage than any other part of a structure. In summer it is exposed to the terrific heat of the sun, and then the coolness of the night, with perhaps a heavy shower now and then; in winter, it is exposed to extreme cold, snow, ice, and sleet, and terrific storms. Is it any wonder, therefore, that gutters made as they are today, with quantity as the first consideration rather than quality, fail to last? The only thing that can be done is to have the gutter put up of the best material that can be offered and in the best-known manner. Give the gutter reasonable attention thereafter, and when the seemingly inevitable occurs, replace or repair it.

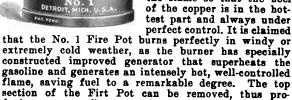
(This article will be continued in our next issue.)

#### NO. 1 C. & L. FIRE POT

The makers advise that improvements have been added to the No. 1 C. & L. Gasoline Fire Pot shown in the accompanying illustration, which greatly increases its efficiency and durability. These improvements consist of a dust proof cap or filler plug, preventing dirt from getting into the gasoline; also a cushion protection band at the bottom of the tank.

The tank is made of heavy gauge welded steel, and the cushion band at the bottom protects it in rough service and makes it practically indestructible.

The No. 1 Fire Pot has the capacity for heating the heaviest soldering coppers quickly, and will melt a pot of solder at the same time. The burner is swiveled, which permits moving the flame so that the heel of the copper is in the hottest part and always under



The Clayton & Lambert Manufacturing Co., Detroit, Mich., are well-known makers of the C. & L. line of gasoline and kerosene Fire Pots and Torches, and will gladly send their catalog to anyone asking them

to do so.

F. C. Brennan, who has been located at Pittsburgh, Cal., has installed a plumbing shop at Antioch.



ducing an open fire or torch.

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# Capoco Sanitary Vitreous



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can be purchased from any Jobber of Plumbing Supplies in the United States.

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Specify CAPOCO Ware for your Bath Room on particular jobs, whether it is a Closet Combination or Vitreous Lavatory.

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Philadelphia Office 1511 Sansome Street New York Office 95 Williams Street

## **Retail Selling Prices**

The following retail selling prices are used by merchants in some of the large cities and are offered as a suggestion to retail merchants in smaller towns and cities where they do not have the opportunity of checking up their prices often. In many instances, owing to keen competition, these prices will be found low. In communities removed from the larger cities, transportation charges should be added. We do not believe these prices will be found high. Many merchants use them as the MINIMUM price at which goods are sold, especially where competition is close. We will be glad to receive suggestions and corrections as to any prices quoted herein and of any items not mentioned. Our service department will be glad to give any assistance.

AMMUNITION-			
	41 Short Colts 1.20	1.85	40-72 Win. SP&MC 1.50
Rim Fire— Black Smkls.	41 Long Oolts 1.45	1.65	40-82 Win. Lead 1.25
B. B. Caps \$ .85 \$ .85	44 S. & W. American. 1.60		40-82 Win. SP&MO 1.50
C. B. Caps	44 S. & W. Russian 1.65	1.80	401 Win. Self Ldg SP&
22 Short	44 S. & W. Special 1.80	2.00	MC 1.35
22 Short	44 Win. or 44-40 Ld.		405 Win. Mod. 95 SP&
22 Long	Bullets 1.60		M(7 9.10
22 Long	44 Win. or 44-40 SP&	•••	45 60 Win 115
22 Long Rifle85 .40	WO Dullete	9.00	45.75 Win 195
22 Long Rifle, H. P	MC Bullets	2.00	45-75 Win 1.25 45-70 Win. 405 Gr. Ld. 1.25
	Wal CDAMO Dalla	0.05	45-70 Win. 405 GF, Ld. 1.25
22 S. & W. Long85 .40 22 Extra Long 1.00	Vel. SP&MC Bullet	2.05	45-70 Win. 405 Gr. SP&
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22 1908 Win. Auto50	45 Webley 1.85		45-90 Win. Lead 1.25 45-90 Win. SP&MC 1.50
22 1905 WIII. AUTO II. F	44 Bull Dog 1.20 45 Webley 1.85 45 8 & W. 2.05	::	45-90 Win. SPAMC 1.50
22 Rem. Auto	45 Colts 1.80	2.00	45.90 Win. Hi Vel. SP&
22 Rem. Auto. H. P55	45_Colts_Automatic	2.40	MU 1.60
25 Short Stevens	Rifle Cartridges-		50-70 Gov't Lead 1.55
25 Short Stevens H. P60	22 Hi. Pr. Sav. SP&MC	1.80	Shot Cartridges-
25 Stevens	6 M-M SP&MC	1.70	22 Long
25 Stevens H. P80			44 Win. Wood End 1.45 1.65
32 Short, R. F55	SP&MC	1.60	22 Long
25 Stevens	7 M-M Mauser SP&MC	1.70	44 XL 1.50 1.75
82 Ex. Long R. F95	7.65 M-M Mauser SP&		
88 Short, R. F90	MO	1.70	
88 Long R. F 1.00	MO	1.70	45-70 1.85
41 Short, R. F85	8 M. Mannlicher SP&		Blank Cartridges—
41 Long R. F 1.00		1.70	22
41 Swiss 1.10	9 M·M Mannlicher SP&	2.10	32 S. & W
41 Swiss 1.10 44 Flat Henry R. F 1.80	MO.	1.85	88 S. & W
56-56 or other Spencer	MC		Caps and Primers—
	OF OF Character SPEMU75	.95	Percussion
ctgs 1.10	25-25 Stevens SP 4.MC .75 25-86 Marlin SP&MC	.90	Musket Caps
NOTE-5% off 500 to 1000 22 cart-	25-86 Marin SPamu	1.15	Primers, 100 in box85
ridges, 10% case lots.	25 Rem. SPAMC	1.15	Primers, 250 in box80
Pistol Sizes—	25-85 Win. 8P&MU	1.15	Loaded Shells-Black Powder-
22 Win, S. Shot 1.20 1.80	25-35 Win. SP&MC 25-35 Short Range Lead	1.05	
22-15 Stevens55	250-8000 Sav. SP&MU	1.45	10 Ga. BB or Buck, per box 25 1.20
25-20 Stevens, Ld. Bul 1.45 1.65	280 Ross Win. & UMO	2.20	
25-20 Stevens, SP&MC	280 Ross, Ross make		10 Ga. 1 to 10 1.20
bullet 1.75	CT & MC	2.40	12 Ga. BB or Buck 1.10
25-20 Mod 92 SP&MC	CT & MC	1.80	12 Ga. 1 to 10 1.00 16 Ga. BB to 10 1.00
bullet 1.60	80-30 Miniature MC	1.20	16 Ga. BB to 10 1.00
25-20 Mod 92 Ld. Bul. 1.80 1.55	80-80 Short Range Lead	1.05	20 Ga. 1 to 10
25-20 Mod 92 Hi Vel	80 Rem. SP&MC	1.80	28 Ga. 4 to 7
SP&MC bullet 1.70	308 Sav. SP&MC 308 Sav. Min. MC	1.80	Smokeless Powder-Low Brass-
Of Colta Ant SDAMO	308 Sav. Min. MC	1.20	10 Ga. Ball, Buck, BB 1.85 10 Ga. 1 to 10 1.80
25 Colts Aut., SP&MC bullet 1.80	803 Sav. Short Range		10 Ga. 1 to 10 1.30
		1.05	12 Ga. Ball, Buck & BB
		2.00	
80 Borchart, SP&MUBul 2.10	Lead Rimless		to 10 1 20
80 Luger, SP&MO Bul 2.10	20 Spelld 02 Rimless	1 25	to 10 1.20
80 Luger, SP&MC Bul 2.10 80 Mauser, SP&MC Bul 2.10	20 Spelld 02 Rimless	1.85	to 10 1.20 16 Ga. Ball, Buck & BB
80 Luger, SP&MC Bul 2.10 80 Mauser, SP&MC Bul 2.10 80 Mauser in clips, SP	20 Spelld 02 Rimless		to 10 1.20 16 Ga. Ball, Buck & BB to 10 1.10
80 Luger, SP&MO Bul 2.10 80 Mauser, SP&MO Bul 2.10 80 Mauser in clips, SP &MO Bullet	30 Spgfld 03 Rimless SP&MC	1.85 1.85	to 10
80 Luger, SP&MO Bul 2.10 80 Mauser, SP&MO Bul 2.10 80 Mauser in clips, SP &MO Bullet	30 Spgfld 03 Rimless SP&MO	1.85	to 10
80 Luger, SP&MO Bul 2.10 80 Mauser, SP&MC Bul 2.10 80 Mauser in clips, SP &MC Bullet95 82 S. & W90 1.00 32 S. & W. Met. Pt 1.05	30 Spgfld 03 Rimless SP&MO		to 10
80 Luger, SP&MO Bul 2.10 80 Mauser, SP&MC Bul 2.10 80 Mauser in clips, SP &MC Bullet95 82 S. & W90 1.00 32 S. & W. Met. Pt 1.05	30 Spgfid 03 Rimless SP&MO 30 Spgfid 06 Rimless SP&MO 30-220 Win. or Krag SP&MO 30-220 Win. or Krag.	1.85	to 10
80 Luger, SP&MO Bul 2.10 80 Mauser, SP&MC Bul 2.10 80 Mauser in clips, SP &MO Bullet 95 82 S. & W 90 1.00 32 S. & W. Met. Pt 1.05 32 S. & W. Long 1.00 1.10 82 S. & W. Long 1.01 1.10	30 Spgfld 03 Rimless SP&MO	1.85 1.75 1.55	to 10
80 Luger, SP&MO Bul 2.10 80 Mauser, SP&MC Bul 2.10 80 Mauser in clips, SP &MC Bullet 95 82 S. & W 90 1.00 92 S. & W. Met. Pt 1.05 32 S. & W. Long 1.00 1.10 32 S. & W. Long M. P 1.15 82 Short Colts90 1.00	80 Spgfld 03 Rimless SP&MO	1.85 1.75 1.55 1.75	to 10
80 Luger, SP&MO Bul 2.10 80 Mauser, SP&MC Bul 2.10 80 Mauser in clips, SP &MC Bullet 95 82 S. & W 90 1.00 92 S. & W. Met. Pt 1.05 32 S. & W. Long 1.00 1.10 32 S. & W. Long M. P 1.15 82 Short Colts 90 1.00	30 Spgfld 03 Rimless SP&MO 30 Spgfld 06 Rimless SP&MC 80-220 Win. or Krag SP&MC 80-220 Win. or Krag, Mid. Range SP&MC 303 British SP&MC 32 Rem. SP&MC	1.85 1.75 1.55	to 10
80 Luger, SP&MO Bul.       2.10         30 Mauser, SP&MC Bul.       2.10         80 Mauser in clips, SP	30   Spgfld 03   Rimless   SP&MO	1.85 1.75 1.55 1.75 1.80	to 10
80 Luger, SP&MO Bul.       2.10         30 Mauser, SP&MC Bul.       2.10         80 Mauser in clips, SP       5         &MC Bullet       9         2.5 & W.       90         32 S. & W.       90         32 S. & W.       1.00         32 S. & W.       1.00         32 S.       1.00         32 Cong Colts       1.00         32 Colts       1.00         32 Colts       1.00         32 Colts       1.00	30 Spgfld 03 Rimless SP&MO 30 Spgfld 06 Rimless SP&MO 80-220 Win. or Krag SP&MO 80-220 Win. or Krag, Mid. Range SP&MC 303 British SP&MC 32 Win. Self Ldg SP&MC	1.85 1.75 1.55 1.75 1.80 2.80	to 10
80 Luger, SP&MC Bul 2.10 80 Mauser, SP&MC Bul 2.10 80 Mauser in clips, SP  &MC Bullet 90 82 S. & W 90 1.05 82 S. & W. Long 1.00 1.10 82 Short Colts 90 82 Long Colts 1.00 82 Colts New Pol. or Pol. Pos 1.00 82 Colts Auto. SP&MC 1.45	Spgfld 03 Rimless   SP&MO	1.85 1.75 1.55 1.75 1.80	to 10
80 Luger, SP&MO Bul 2.10 80 Mauser, SP&MC Bul 2.10 80 Mauser in clips, SP  &MC Bullet90 32 S. & W. Met. Pt 1.05 32 S. & W. Long, M. P 1.15 82 Short Colts90 32 Colts New Pol. or Pol. Pos100 32 Colts Auto. SP&MO 1.45 82 Win. or 82-20, Lead	30 Spgfld 03 Rimless SP&MO	1.85 1.75 1.55 1.75 1.80 2.80 1.80	to 10
80 Luger, SP&MC Bul 2.10 80 Mauser, SP&MC Bul 2.10 80 Mauser in clips, SP  &MC Bullet 90 1.00 32 S. & W. Met. Pt 1.05 32 S. & W. Long 1.00 1.10 32 S. & W. Long M. P 1.15 82 Short Colts 90 1.00 82 Long Colts 1.00 1.10 82 Colts New Pol. or Pol. Pos 1.00 1.45 82 Win. or 32-20, Lead bullet 1.30 1.55	30 Spgfld 03 Rimless SP&MO	1.85 1.75 1.55 1.75 1.80 2.80 1.80	to 10
30 Luger, SP&MC Bul.       2.10         30 Mauser, SP&MC Bul.       2.10         30 Mauser in clips, SP	30 Spgfld 03 Rimless SP&MO  30 Spgfld 06 Rimless SP&MC  80-220 Win. or Krag SP&MC  80-220 Win. or Krag Mid. Range SP&MC  30 British SP&MC  32 Rem. SP&MC  32 Win. Self Ldg SP& MC  32 Win. Special SP&MC	1.85 1.75 1.55 1.75 1.80 2.80 1.80 1.10	to 10
80 Luger, SP&MO Bul 2.10 80 Mauser, SP&MC Bul 2.10 80 Mauser in clips, SP  &MO Bullet	30 Spgfld 03 Rimless SP&MO 30 Spgfld 06 Rimless SP&MC 80-220 Win. or Krag SP&MC 80-220 Win. or Krag Mid. Range SP&MC 32 Rem. SP&MC 32 Rem. SP&MC 32 Win. Self Ldg SP& MC 32 Win. Special SP&MC 32 Win. Special SP&MC 32 Win. Special SP&MC 32-40 Lead 32-40 SP&MC 32-40 H Vel. SP&MC	1.85 1.75 1.55 1.75 1.80 2.80 1.80 1.10 1.80	to 10
80 Luger, SP&MC Bul 2.10 80 Mauser, SP&MC Bul 2.10 80 Mauser in clips, SP  &MC Bullet 90 82 S. & W 90 1.05 82 S. & W. Long 1.00 1.10 82 Short Colts 90 82 Long Colts 1.00 82 Long Colts 1.00 82 Colts New Pol. or Pol. Pos 1.00 82 Win. or 32-20, Lead bullet 1.30 82 Win. or 32-20 SP or MC 1.60 82 Win. or 32-20 High	30 Spgfld 03 Rimless SP&MO	1.85 1.75 1.55 1.75 1.80 2.80 1.80 1.10 1.80 1.25	to 10
80 Luger, SP&MC Bul 2.10 80 Mauser, SP&MC Bul 2.10 80 Mauser in clips, SP  &MC Bullet 90 82 S. & W 90 1.05 82 S. & W. Long 1.00 1.10 82 Short Colts 90 82 Long Colts 1.00 82 Long Colts 1.00 82 Colts New Pol. or Pol. Pos 1.00 82 Win. or 32-20, Lead bullet 1.30 82 Win. or 32-20 SP or MC 1.60 82 Win. or 32-20 High	30 Spgfld 03 Rimless SP&MO	1.85 1.75 1.55 1.75 1.80 2.80 1.80 1.10 1.80 1.25 1.70	to 10
80 Luger, SP&MC Bul 2.10 80 Mauser, SP&MC Bul 2.10 80 Mauser in clips, SP  &MC Bullet 90 82 S. & W 90 1.05 82 S. & W. Long 1.00 1.10 82 Short Colts 90 82 Long Colts 1.00 82 Long Colts 1.00 82 Colts New Pol. or Pol. Pos 1.00 82 Win. or 32-20, Lead bullet 1.30 82 Win. or 32-20 SP or MC 1.60 82 Win. or 32-20 High	30 Spgfld 03 Rimless SP&MO	1.85 1.75 1.55 1.75 1.80 2.80 1.80 1.10 1.80 1.25	to 10
80 Luger, SP&MO Bul 2.10 80 Mauser, SP&MC Bul 2.10 80 Mauser in clips, SP  &MC Bullet	30 Spgfld 03 Rimless SP&MO	1.85 1.75 1.55 1.75 1.80 2.80 1.80 1.10 1.30 1.25 1.70	to 10
80 Luger, SP&MO Bul 2.10 80 Mauser, SP&MC Bul 2.10 80 Mauser in clips, SP  &MC Bullet	30 Spgfld 03 Rimless SP&MO	1.85 1.75 1.55 1.75 1.80 2.80 1.80 1.10 1.80 1.25 1.70	to 10
80 Luger, SP&MO Bul 2.10 80 Mauser, SP&MC Bul 2.10 80 Mauser in clips, SP  &MC Bullet	30 Spgfld 03 Rimless SP&MO	1.85 1.75 1.55 1.75 1.80 2.80 1.80 1.10 1.30 1.25 1.70	to 10
80 Luger, SP&MO Bul 2.10 80 Mauser, SP&MO Bul 2.10 80 Mauser in clips, SP  &MO Bullet	30 Spgfld 03 Rimless SP&MO	1.85 1.75 1.55 1.75 1.80 2.80 1.80 1.00 1.25 1.80 1.00 1.25 2.85	to 10
80 Luger, SP&MO Bul 2.10 80 Mauser, SP&MO Bul 2.10 80 Mauser in clips, SP  &MO Bullet	30 Spgfld 03 Rimless SP&MO	1.85 1.75 1.55 1.75 1.80 2.80 1.80 1.10 1.00 1.25 1.70 1.45 2.85 1.85 2.75	to 10
80 Luger, SP&MO Bul 2.10 80 Mauser, SP&MO Bul 2.10 80 Mauser in clips, SP  &MO Bullet	30 Spgfld 03 Rimless SP&MO  80 Spgfld 06 Rimless SP&MC  80-220 Win. or Krag SP&MC  80-220 Win. or Krag  Mid. Range SP&MC  32 Rem. SP&MC  32 Win. Self Ldg SP&MC  22 Win. Special SP&MC  24 Win. Special SP&MC  25 Win. SP&MC  32-40 Lead  32-40 Hi Vel. SP&MC  32-40 Miniature MC  33 Win. SP&MO  35 Win. SP&MO  35 Win. SP&MO  35 Win. SP&MO  35 Win. SP&MC  35 Mod. 1895 SP&MC  351 Win. SP& SP&MC  351 Win. Self Ldg  351 Ldg  355 Lead  36-55 Lead  31.15	1.85 1.75 1.55 1.75 1.80 2.80 1.80 1.00 1.25 1.70 1.45 2.85 1.85 2.75	to 10
80 Luger, SP&MO Bul 2.10 80 Mauser, SP&MO Bul 2.10 80 Mauser in clips, SP  &MO Bullet	30 Spgfld 03 Rimless SP&MO	1.85 1.75 1.55 1.75 1.80 2.80 1.80 1.10 1.00 1.25 1.70 1.45 2.85 1.85 2.75	to 10
80 Luger, SP&MO Bul 2.10 80 Mauser, SP&MO Bul 2.10 80 Mauser in clips, SP  &MO Bullet	30 Spgfld 03 Rimless SP&MO  80 Spgfld 06 Rimless SP&MO  80 220 Win. or Krag SP&MO  80 220 Win. or Krag, Mid. Range SP&MC  80 British SP&MC  32 Win. SP&MC  82 Win. Special SP&MC  82 Win. Special SP&MC  82 Win. Special SP&MC  82 Win. SP&MC  82 40 Hold  82 40 SP&MC  83 Win. SP&MC  83 Win. SP&MO  85 Rem. SP&MO  85 Rem. SP&MC  85 Win. Self Ldg SP&MC  85 Mod. 1895 SP&MC  88-55 Lead  88-55 Head  88-55 Head  88-55 Head	1.85 1.75 1.55 1.75 1.80 2.80 1.80 1.00 1.25 1.70 1.45 2.85 2.75 2.85 1.85	to 10
80 Luger, SP&MO Bul 2.10 80 Mauser, SP&MO Bul 2.10 80 Mauser in clips, SP  &MO Bullet	30 Spgfld 03 Rimless SP&MO  80 Spgfld 06 Rimless SP&MC  80 220 Win. or Krag SP&MC  80 220 Win. or Krag, Mid. Range SP&MC  32 Rem. SP&MC  32 Rem. SP&MC  32 Win. Self Ldg SP& MC  82 Win. Special SP&MC  82 Win. Sp&MC  82 Win. SP&MC  32 40 Hi Vel. SP&MC  33 Win. SP&MC  35 Mod. 1895 SP&MC  35 Mod. 1895 SP&MC  35.56 SP&MC  38.55 Lead  38.56 Lead  38.56 SP&MC  38.56 SP&MC	1.85 1.75 1.55 1.75 1.80 2.80 1.80 1.100 1.20 1.45 2.85 1.85 1.85 1.60	to 10
80 Luger, SP&MO Bul 2.10 80 Mauser, SP&MO Bul 2.10 80 Mauser in clips, SP  &MO Bullet	30 Spgfld 03 Rimless SP&MO  80 Spgfld 06 Rimless SP&MC  80 220 Win. or Krag SP&MC  80 220 Win. or Krag, Mid. Range SP&MC  32 Rem. SP&MC  32 Rem. SP&MC  32 Win. Self Ldg SP& MC  82 Win. Special SP&MC  82 Win. Sp&MC  82 Win. SP&MC  32 40 Hi Vel. SP&MC  33 Win. SP&MC  35 Mod. 1895 SP&MC  35 Mod. 1895 SP&MC  35.56 SP&MC  38.55 Lead  38.56 Lead  38.56 SP&MC  38.56 SP&MC	1.85 1.75 1.55 1.75 1.80 2.80 1.30 1.00 1.25 1.70 1.45 2.85 1.85 2.75 1.85 1.85	to 10
80 Luger, SP&MO Bul 2.10 80 Mauser, SP&MO Bul 2.10 80 Mauser in clips, SP  &MO Bullet	30 Spgfld 03 Rimless SP&MO  80 Spgfld 06 Rimless SP&MC  80 220 Win. or Krag SP&MC  80 220 Win. or Krag, Mid. Range SP&MC  32 Rem. SP&MC  32 Rem. SP&MC  32 Win. Self Ldg SP& MC  82 Win. Special SP&MC  82 Win. Sp&MC  82 Win. SP&MC  32 40 Hi Vel. SP&MC  33 Win. SP&MC  35 Mod. 1895 SP&MC  35 Mod. 1895 SP&MC  35.56 SP&MC  38.55 Lead  38.56 Lead  38.56 SP&MC  38.56 SP&MC	1.85 1.75 1.55 1.75 1.80 2.80 1.30 1.00 1.25 1.70 1.45 2.85 1.85 2.75 1.85 1.85	to 10
80 Luger, SP&MO Bul 2.10 80 Mauser, SP&MO Bul 2.10 80 Mauser in clips, SP  &MO Bullet	30 Spgfld 03 Rimless SP&MO  80 Spgfld 06 Rimless SP&MC  80 220 Win. or Krag SP&MC  80 220 Win. or Krag, Mid. Range SP&MC  32 Rem. SP&MC  32 Win. Self Ldg SP&MC  32 Win. Self Ldg SP&MC  32 Win. Special SP&MC  32 Win. Special SP&MC  32 40 Lead  32 40 SP&MC  32 40 SP&MC  32 40 Miniature MC  33 Win. SP&MO  35 Rem. SP&MC  35 Win. Self Ldg SP&MC  35 Win. Self Ldg SP&MC  35 Win. Self Ldg SP&MC  35 Mod. 1895 SP&MC  35 Mod. 1895 SP&MC  38-56 SP&MC  38-56 Lead  38-56 SP&MC  38-70 Lead  38-70 Lead  32 Lead  120	1.85 1.75 1.55 1.75 1.80 2.80 1.10 1.180 1.00 1.25 1.70 1.45 2.85 1.85 2.75 1.85 1.85	to 10
30 Luger, SP&MO Bul 2.10 30 Mauser, SP&MO Bul 2.10 30 Mauser in clips, SP  &MO Bullet	30 Spgfld 03 Rimless SP&MO  80 Spgfld 06 Rimless SP&MC  80 220 Win. or Krag SP&MC  80 220 Win. or Krag, Mid. Range SP&MC  32 Rem. SP&MC  32 Win. Self Ldg SP&MC  32 Win. Self Ldg SP&MC  32 Win. Special SP&MC  32 Win. Special SP&MC  32 40 Lead  32 40 SP&MC  32 40 SP&MC  32 40 Miniature MC  33 Win. SP&MO  35 Rem. SP&MC  35 Win. Self Ldg SP&MC  35 Win. Self Ldg SP&MC  35 Win. Self Ldg SP&MC  35 Mod. 1895 SP&MC  35 Mod. 1895 SP&MC  38-56 SP&MC  38-56 Lead  38-56 SP&MC  38-70 Lead  38-70 Lead  32 Lead  120	1.85 1.75 1.55 1.75 1.80 2.80 1.80 1.100 1.25 1.75 1.45 2.85 1.85 2.75 1.85 1.60 1.85	to 10
80 Luger, SP&MO Bul 2.10 80 Mauser, SP&MC Bul 2.10 80 Mauser in clips, SP  &MC Bullet	30 Spgfld 03 Rimless SP&MO  80 Spgfld 06 Rimless SP&MC  80 220 Win. or Krag SP&MC  80 220 Win. or Krag, Mid. Range SP&MC  32 Rem. SP&MC  32 Win. Self Ldg SP&MC  32 Win. Self Ldg SP&MC  32 Win. Special SP&MC  32 Win. Special SP&MC  32 40 Lead  32 40 SP&MC  32 40 SP&MC  32 40 Miniature MC  33 Win. SP&MO  35 Rem. SP&MC  35 Win. Self Ldg SP&MC  35 Win. Self Ldg SP&MC  35 Win. Self Ldg SP&MC  35 Mod. 1895 SP&MC  35 Mod. 1895 SP&MC  38-56 SP&MC  38-56 Lead  38-56 SP&MC  38-70 Lead  38-70 Lead  32 Lead  120	1.85 1.75 1.55 1.75 1.80 2.80 1.30 1.00 1.25 1.70 1.45 2.85 1.85 2.75 1.85 1.85 1.50	to 10
30 Luger, SP&MO Bul 2.10 30 Mauser, SP&MC Bul 2.10 30 Mauser in clips, SP  &MO Bullet	30 Spgfld 03 Rimless SP&MO  80 Spgfld 06 Rimless SP&MC  80 220 Win. or Krag SP&MC  80 220 Win. or Krag, Mid. Range SP&MC  32 Rem. SP&MC  32 Win. Self Ldg SP&MC  32 Win. Self Ldg SP&MC  32 Win. Special SP&MC  32 Win. Special SP&MC  32 40 Lead  32 40 SP&MC  32 40 SP&MC  32 40 Miniature MC  33 Win. SP&MO  35 Rem. SP&MC  35 Win. Self Ldg SP&MC  35 Win. Self Ldg SP&MC  35 Win. Self Ldg SP&MC  35 Mod. 1895 SP&MC  35 Mod. 1895 SP&MC  38-56 SP&MC  38-56 Lead  38-56 SP&MC  38-70 Lead  38-70 Lead  32 Lead  120	1.85 1.75 1.55 1.75 1.80 2.80 1.80 1.00 1.20 1.70 1.45 2.85 1.85 1.85 1.85 1.85 1.85 1.85	to 10
30 Luger, SP&MO Bul 2.10 30 Mauser, SP&MC Bul 2.10 30 Mauser in clips, SP  &MO Bullet	30 Spgfld 03 Rimless SP&MO  80 Spgfld 06 Rimless SP&MC  80 220 Win. or Krag SP&MC  80 220 Win. or Krag, Mid. Range SP&MC  32 Rem. SP&MC  32 Win. Self Ldg SP&MC  32 Win. Self Ldg SP&MC  32 Win. Special SP&MC  32 Win. Special SP&MC  32 40 Lead  32 40 SP&MC  32 40 SP&MC  32 40 Miniature MC  33 Win. SP&MO  35 Rem. SP&MC  35 Win. Self Ldg SP&MC  35 Win. Self Ldg SP&MC  35 Win. Self Ldg SP&MC  35 Mod. 1895 SP&MC  35 Mod. 1895 SP&MC  38-56 SP&MC  38-56 Lead  38-56 SP&MC  38-70 Lead  38-70 Lead  32 Lead  120	1.85 1.75 1.55 1.75 1.80 2.80 1.10 1.80 1.00 1.25 1.70 1.45 2.85 1.85 2.75 1.85 1.50 1.50 1.50 1.50	to 10
30 Luger, SP&MO Bul 2.10 30 Mauser, SP&MO Bul 2.10 30 Mauser in clips, SP  &MO Bullet	30 Spgfld 03 Rimless SP&MO	1.85 1.75 1.55 1.75 1.80 2.80 1.10 1.180 1.00 1.25 1.70 1.45 2.85 1.85 1.85 1.85 1.85 1.85 1.85 1.85 1	to 10
30 Luger, SP&MO Bul 2.10 30 Mauser, SP&MO Bul 2.10 30 Mauser in clips, SP  &MO Bullet	30 Spgfld 03 Rimless SP&MO	1.85 1.75 1.55 1.75 1.80 2.80 1.80 1.10 1.80 1.02 1.70 1.45 1.75 1.85 1.70 1.85 1.85 1.50 1.50 1.50 1.50 1.50 1.50	to 10
30 Luger, SP&MO Bul 2.10 30 Mauser, SP&MO Bul 2.10 30 Mauser in clips, SP  &MO Bullet	30 Spgfid 03 Rimless SP&MO	1.85 1.75 1.55 1.75 1.80 2.80 1.10 1.180 1.00 1.25 1.70 1.45 2.85 1.85 2.75 1.85 1.50 1.50 1.50 1.50 1.50 1.50 1.50 1.50 1.50 1.50 1.60 1.70 1.85	to 10
30 Luger, SP&MO Bul 2.10 30 Mauser, SP&MO Bul 2.10 30 Mauser in clips, SP  &MO Bullet	30 Spgfld 03 Rimless SP&MO 30 Spgfld 06 Rimless SP&MO 30 Spgfld 06 Rimless SP&MO 30 Spgfld 06 Rimless SP&MO 30 Spg MO 30 Spg Mo 30 Spg Mo 31 Range SP&MC 32 Rem. SP&MC 32 Rem. SP&MC 32 Win. Self Ldg SP&MO 32 Win. Special SP&MO 32 40 Lead 32 40 SP&MO 32 40 SP&MO 32 40 SP&MO 32 40 Spg MO 35 Rem. SP&MO 35 Win. SP&MO 35 Win. SP&MO 35 Win. SP&MO 35 Win. SP&MO 35 Mod. 1895 SP&MC 35 Mod. 1895 SP&MC 35 Mod. 1895 SP&MC 35 SP&MC 38-55 Lead 1.15 38-56 SP&MC 38-55 Hi Vel. SP&MO 38-56 SP&MC 38-56 SP&MC 38-570 Lead 1.25 38-70 Lead 1.26 38-72 Lead 1.20 38-72 Lead 1.20 38-72 Lead 1.20 38-72 Lead 1.20 38-72 Lead 1.15 40-60 Win. Lead 1.15 40-60 Win. Lead 1.15 40-65 Win. SP&MC 40-65 Win. Lead 1.15 40-65 Win. SP&MC 40-65 Win. Lead 1.15	1.85 1.75 1.55 1.75 1.75 1.80 2.80 1.80 1.10 1.80 1.20 1.45 2.85 1.85 1.85 1.85 1.50 1.50 1.50 1.45 1.85	to 10
30 Luger, SP&MO Bul 2.10 30 Mauser, SP&MC Bul 2.10 30 Mauser in clips, SP  &MC Bullet	30 Spgfld 03 Rimless SP&MO	1.85 1.75 1.55 1.75 1.80 2.80 1.10 1.80 1.00 1.25 1.70 1.45 2.85 1.85 2.75 1.85 1.50 1.50 1.50 1.50	to 10
30 Luger, SP&MO Bul 2.10 30 Mauser, SP&MO Bul 2.10 30 Mauser in clips, SP  &MO Bullet	30 Spgfld 03 Rimless SP&MO 30 Spgfld 06 Rimless SP&MO 30 Spgfld 06 Rimless SP&MO 30 Spgfld 06 Rimless SP&MO 30 Spg MO 30 Spg Mo 30 Spg Mo 31 Range SP&MC 32 Rem. SP&MC 32 Rem. SP&MC 32 Win. Self Ldg SP&MO 32 Win. Special SP&MO 32 40 Lead 32 40 SP&MO 32 40 SP&MO 32 40 SP&MO 32 40 Spg MO 35 Rem. SP&MO 35 Win. SP&MO 35 Win. SP&MO 35 Win. SP&MO 35 Win. SP&MO 35 Mod. 1895 SP&MC 35 Mod. 1895 SP&MC 35 Mod. 1895 SP&MC 35 SP&MC 38-55 Lead 1.15 38-56 SP&MC 38-55 Hi Vel. SP&MO 38-56 SP&MC 38-56 SP&MC 38-570 Lead 1.25 38-70 Lead 1.26 38-72 Lead 1.20 38-72 Lead 1.20 38-72 Lead 1.20 38-72 Lead 1.20 38-72 Lead 1.15 40-60 Win. Lead 1.15 40-60 Win. Lead 1.15 40-65 Win. SP&MC 40-65 Win. Lead 1.15 40-65 Win. SP&MC 40-65 Win. Lead 1.15	1.85 1.75 1.55 1.75 1.75 1.80 2.80 1.80 1.10 1.80 1.20 1.45 2.85 1.85 1.85 1.85 1.50 1.50 1.50 1.45 1.85	to 10

RETAIL SELLING	PRICE—Continued.
ADZES-House, \$8.75 each; Railroad, \$4.00 each; Ship 41/4,	Sets Common, 8 bit, \$2.75; 18 bit, \$4.50; Sets R. J.,
\$3.90 each; 4½, \$4.25 each; Lipd 25c extra.	\$8.00; Sets Irwin Pat., \$6.00.
ANCHORS—Screws per 100, 8-16, \$4.00; 1/4, \$6.00.	Clark's Expansive, small, \$1.15; large, \$1.50. Steers, small, \$2.00; large, \$2.50.
ANVILS-Vulcan-No. 2, 20-lb., \$6.00 each; No. 8, 80-lb.,	BLADES-Hack Saw-8-in., 10c; 9-in., 15c; 10-in., 15c;
\$6.75 each; No. 4, 40-lb., \$8.00 each; No. 5, 50-lb., \$9.00 each; No. 6, 60-lb., \$10.00 each; No. 7, 70-lb., \$11.00	12-in., 20c. Power, 14-in., 85c.
each' No. A. XU-ID. MIZ.UU each.	EXTENSION BIT HOLDERS—12-in., \$1.25 each; 18-in., \$1.50 each; 24-in., \$1.75.
Trenton—80 to 425 lb., 20½c lb.; 70 to 79 lb., 21c lb.; 60 to 69 lb., 21½c lb.; 50 to 59 lb., 22½c lb. With Clip	BLOCKS—Wood Tackle List.
Horn, 2c per lb. extra.	BLOCKS-Steel Tackle-
APRONS-Carpenters-California Leg, \$1.50; No. 12 Long	Single Double Single Double
Brown, \$1.25; No. 2 Short Brown, 60c.	Size. Com. Com. Size. Com. Com. 3\$ .85 \$1.65 7\$1.65 \$3.00
ASBESTOS— Out.  Mill Board\$ .30 per lb. \$ .35 per lb.	4 1.00 2.00 8 1.85 8.50
Paper       30 per lb.       35 per lb.         Wicking, ½-lb. balls, each       .70         Wicking, 1-lb. lots, per lb.       1.35	5 1.15 2.15 10 8.40 5.50 6 1.40 2.50
Wicking, 1-lb lots per lb	BLOWERS—No. 400 Champion, \$30. No. 40 Lancaster, \$19.
Cement, per sack 6.00	BOARDS-Stove-W. L.: 24x24, \$1.40: 24x86, \$2.00: 26x26,
AUGERS— Nut ——Ship—	\$1.65; 26x82, \$2.00; 28x28, \$1.95; 28x84, \$2.25; 80x80, \$2.25; 80x88, \$2.75; 88x88, \$2.80; 82x42, \$3.25; 86x86,
72 \$ .50 Sizes With Without 50 in 1/2 's Screw Screw	\$2.25; 80x88, \$2.75; 80x88, \$2.80; 82x42, \$8.25; 80x86, \$3.35, P. L.—18x18, 55c; 24x24, \$1.00; 26x26, \$1.15;
<b>%</b>	\$3.35. P. L.—18x18, 55c: 24x24, \$1.00; 26x26, \$1.16; 28x28, \$1.25; 30x30, \$1.50; 26x30, \$1.45; 28x32, \$1.65. Wash Boards—Glass Queen, each 65c; Brass Queen, each
<b>1</b> 60 6 1.10 1.30 1.30 1.30	Wash Boards—Glass Queen, each obc; Brass Queen, each 85c; Zinc Queen, each 50c.
14 1.25 8 1.10 1.30	BOXES—Mitre—
1 ½ 1.50 9 1.10 1.30 1 ½ 1.85 10 1.10 1.30	Goodell— Langdon—
2 2.00 11 1.25 1.45	26x4 \$15.00 15 19.50 28x5 16.50 16 20.00
214 2.25 12 1.25 1.45	30x5 17.00 Acme—
2½ 2.75 13 1.30 1.55 2¾ 3.50 14 1.30 1.55	30x6
3 5.00 15 1.45 1.75	82 14.50 74 19.00
Boring Machine— 16 1.45 1.75 1.60 1.90	33 15.00 Stanley— 34 17.00 246 14.25
18 1.60 1.90	85 17.50 50 ½ 7.50
1	Stearns— 244 14.00
11/2 1.25 21 2.00 2.40	1
1 2 1.50 22 2.00 2.40	2 14.25
2 1.75 23 2.30 2.75 24 2.30 2.75	Parts: Add to list, 25%. BOLTS—
Cuban Ring— 25 2.70 3.25	Carriage— Contractors. Retail, by doz.
1	Small
11/2 1.90 28 3.20 3.85	Machine
1 % 2.25 29 3.80 4.55 2 2.60 80 3.80 4.55	Small
81 4.50 5.40	Large
Post Hole— 32 4.50 5.40 Vaughn's	Stud
Iwan, 6-inch 2.50	BRACES— 811 911 923 945 956 6
Eureka 1.85	8
AXES—Boys American, \$1.50; best grade, \$1.75; Single Bit Hdld Am., \$1.75; best grade Hdld, \$2.00; Ddle Bit Ameri- can, \$2.25; best grade Hdld, \$2.75; not handled—S. B.	10 8.50 8.00 2.50 \$1.75 \$ .85 12 8.75 8.25 8.00 2.00 1.00
can, \$2.25; best grade Hdld, \$2.75; not handled—S. B.	14 4.25 3.75 3.25
best grade, \$1.75: D. B. best grade, \$2.25.	16 4.50 998 921 955
BABBITT—1, 85c lb.; 2, 80c lb.; 8, 27c lb.; 4, 22c lb.; Magnolia, 50c lb.; CH, 75c lb.; Motor, \$1.00 lb.	998 921 955 8 8.00 8.00
BATTERIES—Dry, 2½x6, each 45c.	10 4.15 8.25 1.50
BARS-Bent Claw, 20-in., each, 75c; 24-in., 85c; 30-in., \$1.	12 8.50 1.65 8008 8010 8012 8014
Crow Bars—15e lb.	PS&W\$3.00 \$3.25 \$3.50 \$3.75
BELLS—Kentucky Cow—No. 0, 85c each; No. 1, 75c each; No. 2, 60c each; No. 3, 45c each; No. 4, 35c each; No. 5,	BRACKETS—Shelf— Japanned— Pair B. P.— Pair
30c each; No. 6, 25c each; No. 7, 20c each.	8x 4\$ .35
BEVELS—Sliding T—No. 18: 6-in., 75c 8-in., 90c; 10-in., \$1.00. No. 25: 6-in. 50c; 8-in., 55c; 10-in., 60c; 12-in.,	4x 5
\$1.00. No. 25: 6-in 50c; 8-in., 55c; 10-in., 60c; 12-in., 65c; 14-in., 75c.	5x 7
DIDDG SILVE TIME TO SELECT	7x 9
Finished Plain	8x10
N. P. Plain	12x14 1.00 12x14 1.25
	16x18
Finished Comp. H. Bibb	4 & 4 inch \$ 30 \$ 15 \$ 10
7 0000 100	
N. P. Comp. H. Bibb	% to 1% inch20 .15 .10
% 84.80 1.50 Follow Bibbs N P 14 81.20 1.50	34 to 1 14 inch20 .15 .10 1 14 to 2 inch15 .15 .10
Fuller Bibbs N. P	% to 1% inch20 .15 .10
Fuller Bibbs N. P.     17     81.20     1.50       Plain     4     36.00     1.75       Fuller N. P. Hose     4     34.80     1.60	4 to 1 1/4 inch
Fuller Bibbs N. P.     4     31.20     1.50       Plain     4     36.00     1.75       Fuller N. P. Hose     4     34.80     1.60       4     34.80     1.60       5     39.60     1.85	% to 1% inch
Fuller Bibbs N. P.     4     31.20     1.50       Plain     4     36.00     1.75       Fuller N. P. Hose     4     34.80     1.60       4     34.80     1.60       5     39.60     1.85	% to 1% inch
Fuller Bibbs N. P.     12     81.20     1.50       Plain     4     36.00     1.75       Fuller N. P. Hose     1/2     34.80     1.60       N. P. Plain Quick Comp. or Self     89.60     1.85       Closing     1/2     1.90       BITS—Auger     Car	% to 1 % inch       .20       .15       .10         1 % to 2 inch       .15       .15       .10         BRASS—Sheet—Soft, per lb., 90c; Half Hard, 85c; Sign, 80c; Spring, \$1.10.         BREAD MAKERS—Universal—No. 2, each, \$2.25; No. 4, \$2.50; No. 8, \$3.50.         BUCKETS—
Fuller Bibbs N. P.     ½     \$1.20     1.50       Plain     ½     36.00     1.75       Fuller N. P. Hose     ½     34.80     1.60       N. P. Plain Quick Comp. or Self     39.60     1.85       Closing     ½     1.90       BITS—Auger     R. J. Irwin Irwin Common	3/4 to 1 ½ inch       .20       .15       .10         1 ½ to 2 inch       .15       .15       .10         BRASS—Sheet—Soft, per lb., 90c; Half Hard, 85c; Sign, 80c; Spring, \$1.10.       Spring, \$1.10.       80c; Half Hard, 85c; Sign, 80c; Spring, \$1.20.         BREAD MAKERS—Universal—No. 2, each, \$2.25; No. 4, \$2.50; No. 8, \$3.50.       \$2.50; No. 8, \$3.50.         BUCKETS—
Fuller Bibbs N. P.     ½     \$1.20     1.50       Plain     ½     36.00     1.75       Fuller N. P. Hose     ½     34.80     1.60       N. P. Plain Quick Comp. or Self     %     89.60     1.85       Closing     ½     1.90     2.10       BITS—Auger     R. J. Irwin Irwin Common     Irwin Irwin Common     \$ .25       4.16     5.50     4.0     1.00     .25	3/4 to 1 ½ inch       .20       .15       .10         1 ½ to 2 inch       .15       .15       .10         BRASS—Sheet—Soft, per lb., 90c; Half Hard, 85c; Sign, 80c; Spring, \$1.10.       BREAD MAKERS—Universal—No. 2, each, \$2.25; No. 4, \$2.50; No. 8, \$8.50.         BUCKETS—
Fuller Bibbs N. P	3/4 to 1 ½ inch       .20       .15       .10         1 ½ to 2 inch       .15       .15       .10         BRASS—Sheet—Soft, per lb., 90c; Half Hard, 85c; Sign, 80c; Spring, \$1.10.       BREAD MAKERS—Universal—No. 2, each, \$2.25; No. 4, \$2.50; No. 8, \$8.50.         BUCKETS—
Fuller Bibbs N. P.         ½         81.20         1.50           Plain         %         36.00         1.75           Fuller N. P. Hose         ½         34.80         1.60           N. P. Plain Quick Comp. or Self         %         89.60         1.85           N. P. Plain Quick Comp. or Self         ½         2.10           BITS—Auger         R. J. Irwin Irwin Irwin Common         3.25           4-16         5.55         4.40         1.00         2.5           5-16         50         40         1.00         25           6-16         .55         40         1.00         .25           7-16         .55         40         1.00         .25           7-16         .55         40         1.00         .25	3/4 to 1 ½ inch       .20       .15       .10         1 ½ to 2 inch       .15       .15       .10         BRASS—Sheet—Soft, per lb., 90c; Half Hard, 85c; Sign, 80c; Spring, \$1.10.       BREAD MAKERS—Universal—No. 2, each, \$2.25; No. 4, \$2.50; No. 8, \$8.50.         BUCKETS—
Fuller Bibbs N. P.         72         81.20         1.50           Plain         %         36.00         1.75           Fuller N. P. Hose         %         34.80         1.60           N. P. Plain Quick Comp. or Self         %         89.60         1.85           N. P. Plain Quick Comp. or Self         %         2.10           BITS—Auger         R. J. Irwin Irwin Common         Common           3-16         \$.55         \$.40         1.00         .25           4-16         .50         .40         1.00         .25           5-16         .55         .40         1.00         .25           6-16         .55         .40         1.00         .25           7-16         .55         .40         1.00         .25           8-16         .60         .45         1.00         .25	3/4 to 1 ½ inch       .20       .15       .10         1 ½ to 2 inch       .15       .15       .10         BRASS—Sheet—Soft, per lb., 90c; Half Hard, 85c; Sign, 80c; Spring, \$1.10.       BREAD MAKERS—Universal—No. 2, each, \$2.25; No. 4, \$2.50; No. 8, \$8.50.         BUCKETS—
Fuller Bibbs N. P.         72 81.20 1.50           Plain         % 36.00 1.75           Fuller N. P. Hose         % 34.80 1.60           N. P. Plain Quick Comp. or Self         % 29.60 1.85           Closing         % 2.10           BITS—Auger         R. J. Irwin Irwin Common           3-16         \$.55         \$ 40         1.00         25           4-16         .50         40         1.00         25           5-16         .50         40         1.00         25           6-16         .55         40         1.00         25           7-16         .55         40         1.00         25           8-16         .60         .45         1.00         25           9-16         .60         .45         1.00         25           9-16         .60         .45         1.05         .25           3-16         .60         .45         1.15         .30           10-18         .65         .50         1.25         .35	3/4 to 1 ½ inch       .20       .15       .10         1 ½ to 2 inch       .15       .15       .10         BRASS—Sheet—Soft, per lb., 90c; Half Hard, 85c; Sign, 80c; Spring, \$1.10.       BREAD MAKERS—Universal—No. 2, each, \$2.25; No. 4, \$2.50; No. 8, \$8.50.         BUCKETS—
Fuller Bibbs N. P.         72         81.20         1.50           Plain         %         36.00         1.75           Fuller N. P. Hose         %         34.80         1.60           N. P. Plain Quick Comp. or Self         %         89.60         1.85           N. P. Plain Quick Comp. or Self         %         1.90           BITS—Auger         R. J. Irwin Irwin Irwin Common         Irwin 2.25           4-16         5.50         40         1.00         25           5-16         .50         40         1.00         .25           6-16         .55         40         1.00         .25           7-16         .55         40         1.00         .25           8-16         .60         .45         1.15         .30           10-16         .65         .50         1.25         .35           11-14         .70         .55         1.35         .35	4 to 1½ inch       .20       .15       .10         1½ to 2 inch       .15       .15       .10         BRASS—Sheet—Soft, per lb., 90c; Half Hard, 85c; Sign, 80c; Spring, \$1.10.       BREAD MAKERS—Universal—No. 2, each, \$2.25; No. 4, \$2.50; No. 8, \$8.50.         BUCKETS—
Fuller Bibbs N. P.         72 31.20 1.50           Plain         % 38.00 1.75           Fuller N. P. Hose         % 34.80 1.60           N. P. Plain Quick Comp. or Self         % 39.60 1.85           Closing         1/2 1.90           BITS—Auger         R. J. Irwin 3.55         Irwin 1.60         Irwin 2.10           8-16         5.55         40         1.00         25           5-16         55         40         1.00         25           7-16         55         40         1.00         25           8-16         60         45         1.00         25           9-16         60         45         1.00         25           9-16         60         45         1.15         30           10-16         65         50         1.25         .35           11-16         70         55         1.35         .35           12-16         75         60         1.40         .35           12-16         75         60         1.40         .35           12-16         75         60         1.40         .35	3/4 to 1 ½ inch       .20       .15       .10         1 ½ to 2 inch       .15       .15       .10         BRASS—Sheet—Soft, per lb., 90c; Half Hard, 85c; Sign, 80c; Spring, \$1.10.       BREAD MAKERS—Universal—No. 2, each, \$2.25; No. 4, \$2.50; No. 8, \$8.50.         BUCKETS—
Fuller Bibbs N. P.	4 to 1½ inch       .20       .15       .10         1½ to 2 inch       .15       .15       .10         BRASS—Sheet—Soft, per lb., 90c; Half Hard, 85c; Sign, 80c; Spring, \$1.10.       BREAD MAKERS—Universal—No. 2, each, \$2.25; No. 4, \$2.50; No. 8, \$8.50.         BUCKETS—
Fuller Bibbs N. P.         72 31.20 1.50           Plain         % 38.00 1.75           Fuller N. P. Hose         % 34.80 1.60           N. P. Plain Quick Comp. or Self         % 39.60 1.85           Closing         1/2 1.90           BITS—Auger         R. J. Irwin 3.55         Irwin 1.60         Irwin 2.10           8-16         5.55         40         1.00         25           5-16         55         40         1.00         25           7-16         55         40         1.00         25           8-16         60         45         1.00         25           9-16         60         45         1.00         25           9-16         60         45         1.15         30           10-16         65         50         1.25         .35           11-16         70         55         1.35         .35           12-16         75         60         1.40         .35           12-16         75         60         1.40         .35           12-16         75         60         1.40         .35	3/4 to 1 ½ inch       .20       .15       .10         1 ½ to 2 inch       .15       .15       .10         BRASS—Sheet—Soft, per lb., 90c; Half Hard, 85c; Sign, 80c; Spring, \$1.10.       BREAD MAKERS—Universal—No. 2, each, \$2.25; No. 4, \$2.50; No. 8, \$8.50.         BUCKETS—

CARBORUNDUM—Grain, per lb., bulk, 40c.	CLIPPERS—Bolt—
CHAIN— German Coil. Ft. Brass Safety. Yd.	New Easy—         No. 1         2.25           No. 0
000\$ .08 00\$ .20 0	No. 2 5.50 O. K.— No. 3 7.25 10-inch
0	Extra Cutters— 14-inch 1.75
3 and larger05 ½ 0 3.25	CLEVISES-Malleable, 15c lb.
00 (8-16)\$ .06 Black Tested Galvd.	CLIPS—Wire Rope "Bulldog"—8-16 to % inc., each 15c; %, 15c; %, 20c; %, 30c; %, 85c; 1-in., 45c.
000 (13-64)06 1/2  Proof Coil— Lb. Lb. Lb.	CLOCKS—Alarm—Flash, each, \$1.50; Indian, \$1.25; Cascade, \$2.00; Recall, \$2.50.
3-16 \$ .22 \$ .40 \$ .23 7-3235	CLOTH—Emery Nos. 00 to 3, 10c per sheet straight. Carborundum, Nos. 80 to 180, 10c straight. Hardware Cloth,
¼     .18     .32     .18       9-32     .30     .30     .30       5-16     .15 ½     .28     .16	Nos. 2, 3 & 4, 10c sq. ft. WIRE CLOTH—
11-82	Black, sq. ft \$ .04 Pearl08 Galvanized06 Copper Bronze16
7.16	CLEANERS—Window—
3,	Rubber—
1	14-inch35
Brass, Yd. Iron, Yd. 5-16—12\$8.00 8\$.65 \$ .20 148.25	COAL—Blacksmith— Catch weight sacks, per 100 lbs
1050 .15 16	COAL CHUTES—Hercules—
14 25 .10 14 8.75	No. 1, 16x18 \$13.00 No. 5, 20x24 \$17.50 No. 2, 18x20 15.00 No. 6, 16x18 14.50 No. 3, 20x24 20.00 No. 7, 20x24 17.50
1815 .10 Brass Ladder— Yd15 .10 Size 18	No. 3, 20x24 20.00 No. 7, 20x24 17.50 No. 4, 16x18 11.00 No. 8, 18x24 28.00
CHALK—Carpenters, per piece, 21/2c. School Crayon, per gross 50c; 6 for 5c.	COLORS—Dry— Lb. Lb. Lb. Lamp Black
OHALK LINE—Yellow, per 100 ft. hank, 15c. Braided White, 20-ft. hanks, size 120, each 5c; size 220, 5c: size	Ivory Drop Black25 Chrome Green\$ .25 Prussian Blue85 Chrome Yellow25
820, 5c. 50-ft. balls, size 150, each 10c; size 250, each 10c; size 350, each 10c.	Ultra Blue50 Ochre Golden10 Umber Raw15 Ochre Yellow03
CHECKS—Door—A-11, \$4.10; B-12, \$5.50; C-13, \$6.30; D-14, \$7.70; E-15, \$10.50. For hold open arm add 75c each.	Umber Burnt
choppers—Meat and Food—	Sienna Burnt15 COLORS—In Oil—
Universal— Enterprise— \$2.50	Black—Eng Coach lb. \$ .50 Red—Amer Verm. lb60 Ivory Drop, lb40 Eng Verm. ½ lb 1.35
1 1.75 10 4.25 2 2.00 501 1.25	Lamp, lb
3 2.75 602 1.50 CHURNS—Barrel—	1/2 lb
Acme— 8 Gal 1.50 0	Ultrum     ¼     lb.     .20     Rose Lake.     1.00       ½     lb.     .35     Dutch Pink.     .75       1     lb.     .60     Carmine.     1.35
1 5.75 4 9.00 5 Gal 1.83 2 6.25 5 10.50 6 Gal 2.00	1 lb
Glass Family— Dash and Hdl. extra15 Universal— Dazey— Sturges Steel—	Umber 1 lb 40 Yellow—Chrome lb50 Van Dyke 1 lb 50 Ochre—Golden lb35
15\$1.50 10\$1.25 1\$6.00 8\$8.00 25 2.00 20 1.75 2 7.00	Green—Chrome 1 lb40 Yellow, 1 lb25 COMPOUND— Welding Heat Cherry Climax
35 2.50 80 2.25 Improved Cylinder— 45 8.00 40 2.75 1 \$8.25 8 \$4.50	5-lb. boxes, lb
Dash IX Tin— 2 8.75 4 5.00 2 Gal	COPPER-Sheet, 85c lb.
CHISELS—  Bucks Whites Bucks Diamond	CORD—Sash— —Common— —Silver Lake— Hank Ft. Lb. Hank Ft. Lb.
No. 86 No. 2 No. 4 Point	No. 6\$1.00 \$ .01½ \$ .65 \$1.50 \$ .02 \$ .90 No. 7 1.10 .01% .65 1.75 .02½ .90
17 .70 .90 \$ .45	No. 8 1.35 .02 .65 2.00 .08 .90 No. 9 1.75 .02 1/2 .65 2.50 .08 1/2 .90
78 .80 1.0060 42 .85 1.0565 50 00 1.1580	No. 10 2.00 .08 .65 8.00 .04 .90 No. 12 2.75 .03½ .65 4.00 .05 .90
77 05 1.25 1.00	Samson Spot, per lb
14 1.10 1.40 1.00	No. 1, Pk
11/4 1.15 1.50 1.00 11/4 1.80 1.60 1.15 2 1.40 1.80 1.25	COTTERS-Spring, discount 60%.
Cold Cold Cape Round Nose.	CRAYON—Lumber, each 15c; 2, 25c. CUTTERS—Pipe—
14 \$ .20 \$ .30 \$ .35 \$ .80 5-16 .20 .80 .85 .85	Barnes— Saunders— Each No. 1
	No. 2
34     .25     .30     .40     .50       14     .80     .35     .50     .50       46     .35     .45     .65     .55     .55       34     .45     .60     .60     .60       75	No. 4
	7, 25c: 8, 35c; 9, 50c. DIVIDERS—Wing No. 35—
Cold Eye or Hot Eye: 1%, 75c; 1%, 90c; 1%, \$1.00.	6\$ .50 10\$ .85 7
Mall. Screw 2½-inch\$.50	8
3-inch	No. 649, 6-inch\$7.50 No. 650, 8-inch\$10.50
6-inch	DOORS—Ash Pit— 8x 8, each\$1.00 10x12, each\$1.25
7-inch	8x10, each 1.25 12x15, each 2.25 DOORS—Screen—
9-inch 2.00 10-inch 2.50	Common, %-inch, 2-6x6-6
am salved - * * * * * * * * * * * * * * * * * *	

MITALE BELLEVA	1 Into 12 — Contemporation.
Common 11/2-inca, 2-6x6-6	49 1.35 555 7.75
Common 1 1/2 inch, 2-8x6-8	52 1.75 1430 2.75
Common 1½-inch, 2-10x6-10	58 2.25 1445 4.85 54 3.00 1455 5.00
DRILLS—	154
1.71	259 4.25 1540 5.75
Bit Stock No. 114 Dos. 1.80 3.32	329 2.25 1545 7.00 343 1.90 1550 6.25
½ ····· 2.25	343 1.90 1550 6.25 385 5.50 1555 8.00
5-32 8.50 7-32 2.75	ELBOWS—Conductor—
3-16 4.00 ¼ 8.25 7-32 4.50 9-82 8.80	Pl. Rd. Sq. Cor. Rd. Adj.
½ · · · · · 5.00 5-16 · · · · · 4.35	2-inch\$ .35 2 ½ x1 ½ 1 ½ -inch\$ .25
5-16 7.00 % 6.00	3-inch50 3 ½ x 2 ½ 2-inch20 4-inch60 3-inch25
<b>%</b> 8.50 <b>7-16</b> 8.50 <b>7-16</b> 12.00	
7-16	Corrugated—Conductor Shoes 2-inch\$ .25 2-inch\$ .25
9-16 15.50 9-16 1.40	3-inch
½ ····· 18.00 ½ ···· 1.60	4-inch
%	5-inch
1 78 11	EMERY—Grain—
Wire Gauge 108A. 9.16	No. 60, per lb\$ .25 Flour Emery— No. 70, per lb25 Per lb
1.5 Ga	No. 80, per lb 25 Stones—(See Stones)
	No. 90, per lb25 Cloth—(See Cloth)
16-20 Ga 2.00 2	No. 100, per lb 25 Wheels—(See Wheels)
26.20 Ga 1.90 7.16 1.00	No. 120, per lb25 FASTENERS—Casement, Common Brass Plated, 25c; Sash,
26-30 Ga 1.80 12 1.10 31-35 Ga 1.75 6-16	Common Brass Plated, 10c.
36-40 Ga 1.75 M	FAUCETS-
41-45 Ga 1.70 11-16 1.50	Cork Lined— 8-inch each\$ .20
51.55 0 1.65 % 1.70	7-inch each\$ .15 9-inch each25
56-60 Ga 1.55 7/	FELT—Deadening, Size Roll, %-lb., \$3.00; 1-lb., \$4.00; 1%-
Taper Shank No. 106 each. 15.16	lb., \$6.00. Tarred, 250-ft. roll, \$1.85 each; 500-ft. roll, \$2.60 each.
5.32 1 2.50	FENCE—Poultry (See Netting)
5-32	FIGURES—Steel—
7-32 55 178 2.90	% each\$ .15 % set\$ .90
0.20 114 3.30	3-16 each
5·10	½ each       .20       ½ set       1.35         5-16 each       .25       5-16 set       1.60
11-32	5-16 each
7	FILES—
210	
15-32 1.10 Shank No. 120.	Tiles De send sine 7 Of Prive Clim Teners
* · · * * * * * * * * * * * * * * * * *	
17-32 1.30 5-32	Flat Bastard size 10 .45 Size 4, 2 for 25c .15
19-82	Flat Bastard size 12 .60 Size 4½, 2 for 25c .15 Flat Bastard size 14 .90 Size 5
	1 Gine 21/
21.32	Mill Bastard size 4 .15 Size 6, 2 for 85c .20
$\begin{array}{cccccccccccccccccccccccccccccccccccc$	Mill Bastard size 5 .20 Size 7
<b>%</b> 110	Will Bestard size 7 25 Weeds Saw.
25-32 2 10 % 1.80	Mill Bastard size 8 .25 Size 5, 8 for 50c \$ .20
13-16 2.20 11-16 1.50 27-82 2.40 \$\display\$ 1.70	Mill Bastard size 10 .35 Size 5½, 3 for 50c20 Mill Bastard size 12 .45 Size 7
	Mill Restard size 14 .60 Band Saw.
<sup>28.32</sup> 2 80 % 2.10	Mill Bastard size 16 .85 Size 5
15-16	Round Bastard size 3 .15 Size 6
1 9 50 1 1.16 2.70	Round Bastard size 4 .15 Size 8
4 1 0 2 4 4	Round Bastard size 5 .20 Size 10
1 1·16 4.00 1 3·16 8.10 1 3·32 4.25 1 4 8.80	Round Bastard size 6 .20 Cant Saw. Round Bastard size 7 .25 Size 5
4 KO 1 65·16 8.60	Round Bastard size 8 .25 Size 6
4 J-02	Round Bastard size 10 .85 Size 7
1 7 10 5.00 1 7 16 4.20	Round Bastard size 12 .45 Size 8
	Round Bastard size 14 .60 Warding, 8 to 4\$ .20 Round Bastard size 16 .85 Warding, 4½ to 525 Warding, 6
	Half Round Bastard. Warding, 630
1 11 20 6.00 918 2.00	Size 4 3.25 Hall Round Smooth.
	Size 5 80 Size 9 50
725	Size 7
1 7-16 7.50 9½ 11.00 11.5-82 8.00 10¾ 20.00	Size 8
11/2 8.00 101/2 20.00	Size 10
1 17-82 8.50 490 ½ 13.50 1 9.16 9.00 1003 12.00	Size 14 85 Size 6\$ .45
	1 15 Size 8
18 10.00 11 16.00	Coners Restard 5110 IV
	Size 6
18 279 8.75	Size 7
	Size 8     .85     Size 8
	Size 12
1%	Size 14 Size 14 Shoemakers
	Size 10 Size 8 8.60
	Size 4 \$ .80 Size 9
1 31-32 17.00 816 8.50 2 17.75 817 4.00	Size 5
Sir. Shank No 100	Size 6
	Slim Taper. Size 12
	Rise 4. 2 for 250 .15 Bize 10
Hand Drill,	Size 44, 2 for 25c .15 Size 18 Tang Horse.
	Size 5
5½ 1.75 455 5.00 5½B 3.75 545 7.00	Size 5

	L.	& G. ENAMELED WAL	E	
Oval Foot Baths.	150	Drinking Cups.	220 2.00	Covered Bake Pans.
1 1.40	350	09	222 2.50 2121 1.20	1\$ .65
2 1.65 8 2.00	450	010	2141 1.45	Round Bake Pans.
4 2.50	850 1.25	9	2181 2.00	30
Coffee Biggins.	1050 1.50 1250 1.75	10	2201 2.25 2221 2.75	40
01	150160	Pieced Cups.	Milk Kettles.	60
00	2501	20\$ .15	70\$ .40	2
020 1.20	4501	25	71	Bed Pans.
030 1.80 040 1.45	Covered Buckets. 6501\$1.05	Straight Cups.	78	1\$3.0( Bread Pans.
050 1.60	8501 1.40	0\$ .20	74	285
Coffee Boilers.	10501 1.75 12501 2.00	6	81	11
70 1.25 80 1.50	Rd. Dinner Buckets.	Miners' Cups.	88	13
90 1.80	030\$1.15	50\$ .40	84	Oblong Pans. 03\$ .85
100 2.50 601 1.25	040 1.25   501 1.15	Measuring Cups.	51	04
701 1.40	502 1.85 508 1.50	After Dinner Cups &	53 1.05	01
901 2.10	Miners' Dinner	Saucers. 10\$ .85	54 1.25 56 1.65	02
1001 2.75	Buckets.	Cups & Saucers.	Lipped Reserving	Sponge Cake Pans. 200\$ .35
Fish Boilers. 218\$4.00	Acme Dinner Buckets	100 \$ .85	Kettles.	Oblong Stove Pans.
220 4.50 222 5.00	140\$1.75	400	14 <b>\$</b> .30	100 \$ .45
2181 4.25	240 2.00 340 1.60	Cuspidors. 10 \$ .45	18	30065
<b>2201 4</b> .75 <b>2221 5</b> .50	340 · · · · · · · · 1.60   3401 · · · · · · 1.65	20	20	825
Ham Boilers.	Oval Dinner Buckets.	30	24	400
170\$2.75 175 8.00	14\$1.80   31	Flaring Cocoa Shaped Dippers.	28	425 1.00 450 1.05
Milk or Rice Bottles	41 1.80	161 \$ .25	30	475 1.15
14\$ .95	Oblong Dinner Buckets.	Genuine Cocos	84 1.15	500 1.25
16 1.00 18 1.15	110\$1.65	Shaped Dippers.	36 1.85   40 2.00	Square Stove Pans.
20 1.85	111 1.75	55\$ .50 Cup Dippers.	50 8.00	110\$ .65
22 1.50 24 1.75	118 2.10	9\$ .25	Tea Kettles. 20\$ .75	112
26 2.00 28 2.50	Aurora Dinner Buckets.	10	3080	114 1.00
86 8.00	775\$1.65	Flaring Dippers.	40	115 1.15 116 1.25
141 1.00 161 1.10	875 1.90	010 \$ .25	60 1.15	118 1.40
181 1.25	876 2.15	012	70 1.25 80 1.50	Square Jelly Cake Pans.
201 1.40 221 1.65	Chambers. \$ .50	Windsor Dippers.	90 1.75	99 8 .80
241 1.90 261 2.15	1 1/2	11080	080 2.25	100
281 2.75	8	112	090 2.50 160 1.25	Jelly Cake Pans.
861 8.50 52 1.05	Chamber Covers.	Oblong Soap Dishes.	170 1.45	8 \$ .25
521/2 1.15	1 1 1/2	50\$ .80	180 1.65 190 2.00	1080
58 1/2 1.85	2	Wall Soap Dishes.	Deep Ladles.	69
54 1.50 56 2.00	Colanders.	060	90 \$ .20	70
58 2.50	1\$ .50 2	Sink Drainers.	110	78\$ .80
521 1.15 521 1/2 1.25	8	40	91	79
581 1.85	104	Coffee Flasks.	101	Oval Dish Pans.
541 1.65	306	Round Coffee Flasks.	121	15
561 2.15 581 2.75	Child's Commodes.	110\$ .65	Soup Ladles. 29\$ .20	18 1.75 22 2.00
Smls. Bowls.	1 \$ .45	Pieced Funnels.	80	Dish Pans. 80 \$ .95
9-10\$ .20 12-1425	Covered Commodes. 5\$1.50	01\$ .80	88	100 1.00 140 1.15
16	Odorless Commodes.	03	11 \$ .50	170 1.85
20	6\$1.65 Combinets.	05	(No Lip.)	210 1.55 300 2.85
22	40	06	Standard Measures.	400 8.50
26	Pot Covers. 4 \$ .15	20\$ .25	01\$ .25 0280	10195
28	41/4	Berlin Kettles.	08	171 1.25
Soup Bowls.	5	02\$ .55	04	Rinsing Pans.
125\$ .25 Wash Bowls.	6	04	06	010
26 \$ .85	7	06	Jelly Moulds. 080\$ .25	014 1.05
28	7 1/2	08 1.15	Children's Mugs.	017 1.25 Lipped Frw Pans.
82	81/2	012 1.65 02165	3\$ .20 5	80\$ .80
86	9	031	Chamber Pails.	81
Covered Buckets.	10	041	1\$1.40	88
21	11	061 1.15	8 1.75	85
21 ½	11 1/2	081 1.40 0101 1.65	25 2.00	86
28	12 1/2	0121 1.85	30 2.85	National Fry Pans.
26	13 1/260	Convex Kettles. 212\$1.05	Water Pails. 110\$1.15	50
28 1.00 30 1.25	14	214 1.25 216 1.50	112 1.35	52
82 1.50	15 1.00	218 1.75	114 1.60	58

55	Lipped Sauce Pans. 9 \$ .25	Soup Plates. 58	1450 1.60 1650 1.90	218 6.00
Muffin Pans.	10	59	1850 2.25	224
406	12	60	Berlin Sauce Pots.	812 9.00
408	16	Coffee Pots.	02\$ .55	81812.00 82415.00
409	18	2 1/2 \$ .55	08	38618.00
Corn Cake Pans.	20	5	04	Bread Raisers.
706\$ .55	24	15	06	10\$1.75
708	26	25	08 1.15	14 2.00
709	28	45	010 1.40 012 1.65	17 2.85 21 2.75
		55 1.05	021	101 2.00
Milk Pans.	Straight Sauce Pans. 250\$ .55	21 ½	081	141 2.25
00\$ .20	850	5165	041	171 2.75 211 8.25
11	450	151	061 1.15	}
15	650 1.00	251	081 1.85	Nesco Perfect
20	Shallow Stew Pans.	451 1.00	0101 1.65	Roasters, 150\$2.50
40	3\$ .80	551 1.15		180 3.25
50	5	05	Convex Sauce Pots.	200 4.20
60	6	025 1.15	214	Grocers' Scoops.
100	Deep Stew Pans.	035 1.20	216 1.50	3\$ .40
120	14 \$ .85	045 1.35 055 1.50	218 1.75	4 ····· .55
Pudding Pans.	16	051 1.00	222 2.50	5
50 <b>\$</b> .25	18	0151 1.05	2121 1.20	30
100	22	0251 1.15	2141 1.40 2161 1.75	40
200	Molasses Pitchers.	0351 1.80 0451 1.40	2181 2.00	50 1.00
800	601\$ .55	0551 1.55	2201 2.25	Flat Skimmers.
400	Convex Water	Tea Pots.	2221 2.75	9\$ .20
60055	Pitchers. 401\$ .60	00	Oval Sauce Pots.	10
80065	402	01	8	12
1000	408	0	4 2.50	Spittoons.
Pus Pans.	404	10	20 2.25	200 \$ .85
1\$ .50 255	406 1.00	30	30 2.50 40 2.75	300 1.10
8	. Water Pitchers.	40	Straight Sauce Pots.	Club Spittoons.
80	5\$1.00	50 1.05	014\$ .50	Hotel Spittoons.
Berlin Sauce Pans.	10 1.15	011	016	150\$2.50
02\$ .55 08	0	011/2	020	Basting Spoons.
04	1	201	022 1.00	10\$ .15
05	8 1.05	30195	024 1.25	12
08 1.15	4 1.20	401 1.05 501 1.15	028 2.00	16
010 1.85	6 2.00	100095	080 2.25	18
012 1.65 021	Pitchers & Bowls. 100\$1.55	1010 1.00	082 2.50 80 1.25	Steamers.
021				
	200 1.75	1020 1.15	100 1.50	7\$1.15 8 1.85
081	200 1.75	1080 1.25	120 1.50	8
081	200 1.75 Dinner Plates. 19 \$ .25	1030 1.25 1040 1.40 1050 1.55	100 1.50 120 1.75 160 2.25	8 1.85 9 1.50 Tea Steepers.
081	200 1.75  Dinner Plates.  19 \$ .25 20 80	1080 1.25   1040 1.40   1050 1.55   2000 1.00	100 1.50   120 1.75   160 2.25   200 2.75   801 1.40	8 1.85 9 1.50 Tea Steepers. 2 \$ .50
081	200 1.75 Dinner Plates. 19 \$ .25 20 80 21 85	1080 . 1.25 1040 . 1.40 1050 . 1.55 2000 . 1.00 2010 . 1.10 2020 . 1.20	100 1.50 120 1.75 160 2.25 200 2.75 801 1.40 1001 1.75	8 1.35 9 1.50 Tea Steepers. 2 \$ .50 855
081 .75 041 .90 051 .1.00 061 .1.15 081 .1.40 0101 .1.65 0121 .1.85	200 1.75  Dinner Plates.  19 \$ .25  20 80  2185  Pie Plates.	108025 10401.40 10501.55 20001.00 20101.10 20201.20 20301.25	100	8 1.85 9 1.50 Tea Steepers. 2 \$ .50 855 Handy Strainers.
081	200	1080 1.25 1040 1.40 1050 1.55 2000 1.00 2010 1.10 2020 1.20 2080 1.85 2040 1.45	100 1.50 120 1.75 160 2.25 200 2.75 801 1.40 1001 1.75	8 1.85 9 1.50 Tea Steepers. 2 \$ .50 855 Handy Strainers. 140 \$ .15 Gravy Strainers.
081	200	1080 1.25 1040 1.40 1050 1.55 2000 1.00 2010 1.10 2020 1.20 2030 1.85 2040 1.45 2050 1.65	100 1.50 120 1.75 160 2.25 200 2.75 801 1.40 1001 1.75 1201 2.00 1601 2.50 2001 8.00 Covered Stove Pots.	8 1.85 9 1.50 Tea Steepers. 2 \$ .50 855 Handy Strainers. 140 \$ .15 Gravy Strainers. 2 \$ .35
081	200	1080 1.25 1040 1.40 1050 1.55 2000 1.00 2010 1.10 2020 1.20 2080 1.85 2040 1.45 2050 1.65 Fireless Cooker Pots	100 1.50 120 1.75 160 2.25 200 2.75 801 1.40 1001 1.76 1201 2.00 1801 2.50 2001 8.00 Covered Stove Pots. 708 \$1.25	8 1.85 9 1.50 Tea Steepers. 2 \$ .50 8 55 Handy Strainers. 140 \$ .15 Gravy Strainers. 2 \$ .85 Jelly Strainers.
081	200	1080 1.25 1040 1.40 1050 1.55 2000 1.00 2010 1.10 2020 1.20 2080 1.85 2040 1.45 Fireless Cooker Pots 420 \$85	100 . 1.50 120 . 1.75 160 . 2.25 200 . 2.75 801 . 1.40 1001 . 1.75 1201 . 2.00 1601 . 2.50 2001 . 8.00 Covered Stove Pots. 706 . \$1.25 707 . 1.50	8
081	200	1080 . 1.25 1040 . 1.40 1080 . 1.55 2000 . 1.00 2010 . 1.10 2020 . 1.20 2080 . 1.85 2040 . 1.45 Fireless Cooker Pots 420 \$ .85 620 . 1.15 820 . 1.40	100 1.50 120 1.75 160 2.25 200 2.75 801 1.140 1001 1.75 1201 2.00 1601 2.50 2001 8.00 Covered Stove Pots. 706 \$1.25 707 1.50 708 2.00 709 2.55	8
081	200	1080 1.25 1040 1.40 1050 1.55 2000 1.00 2010 1.10 2020 1.20 2080 1.85 2040 1.45 2050 1.65 Fireless Cooker Pots 420 \$.85 620 1.15 820 1.40	100 1.50 120 1.75 160 2.25 200 2.75 801 1.140 1001 1.75 1201 2.00 1601 2.50 2001 8.00 Covered Stove Pots. 708 \$1.26 707 1.50 708 2.00 709 2.50 7061 1.50	8
081	200	1080 1.25 1040 1.40 1050 1.55 2000 1.00 2010 1.10 2020 1.20 2030 1.85 2040 1.45 2050 1.65 Fireless Cooker Pots 420 \$.85 620 1.15 820 1.40 1420 1.25 1620 1.66	100 1.50 120 1.75 160 2.25 200 2.75 801 1.140 1001 1.75 1201 2.00 1801 2.50 2001 8.00 Covered Stove Pots. 706 \$1.25 707 1.50 708 2.00 709 2.50 7061 1.50	8
081	200	1080 1.25 1040 1.40 1050 1.55 2000 1.00 2010 1.10 2020 1.20 2080 1.85 2040 1.45 2050 1.65 Fireless Cooker Pots 420 \$.85 620 1.15 820 1.40 1420 1.25 1620 1.60 1820 1.90	100 1.50 120 1.75 160 2.25 200 2.75 801 1.140 1001 1.75 1201 2.00 1601 2.50 2001 8.00 Covered Stove Pots. 708 \$1.25 707 1.50 708 2.00 709 2.50 7061 1.50 7071 1.75 7081 2.25	8
081	200 . 1.75  Dinner Plates 25 20	1080 1.25 1040 1.40 1080 1.55 2000 1.00 2010 1.10 2020 1.20 2080 1.85 2040 1.45 Fireless Cooker Pots 420 \$.85 620 1.15 820 1.40 1420 1.25 1620 1.60 1820 1.90 450 1.15	100 1.50 120 1.75 160 2.25 200 2.75 801 1.140 1001 1.75 1201 2.00 1601 2.50 2001 8.00 Covered Stove Pots. 706 \$1.25 707 1.50 708 2.00 709 2.50 7061 1.50 7071 1.75 7081 2.25 Soup Stock Pots.	8
081	200 . 1.75  Dinner Plates 25 20	1080 1.25 1040 1.40 1080 1.55 2000 1.00 2010 1.10 2020 1.20 2080 1.85 2040 1.45 Fireless Cooker Pots 420 \$.85 620 1.15 820 1.40 1420 1.25 1620 1.60 1820 1.90 450 1.15	100 1.50 120 1.75 160 2.25 200 2.75 801 1.140 1001 1.75 1201 2.00 1601 2.50 2001 8.00 Covered Stove Pots. 706 \$1.25 707 1.50 708 2.00 709 2.50 7061 1.50 7071 1.75 7081 2.25 Soup Stock Pots.	8
081	200 . 1.75  Dinner Plates 25 20	1080 1.25 1040 1.40 1050 1.55 2000 1.00 2010 1.10 2020 1.20 2080 1.85 2040 1.45 2050 1.65 Fireless Cooker Pots 420 \$.85 620 1.15 820 1.40 1420 1.25 1620 1.60 1820 1.90 450 1.15 850 1.55 850 1.85	100 1.50 120 1.75 160 2.25 200 2.75 801 1.140 1001 1.75 1201 2.00 1601 2.50 2001 8.00 Covered Stove Pots. 708 1.25 707 1.50 708 2.00 709 2.50 7061 1.50 7071 1.75 7081 2.25 7091 2.75 Soup Stock Pots. 212 \$4.50	8
081	200 . 1.75  Dinner Plates 25 20	1080 1.25 1040 1.40 1080 1.55 2000 1.00 2010 1.10 2020 1.20 2080 1.85 2040 1.45 Fireless Cooker Pots 420 \$.85 620 1.15 820 1.40 1420 1.25 1620 1.60 1820 1.90 450 1.15 850 1.55 850 1.85	100	8
081	200	1080 1.25 1040 1.40 1080 1.55 2000 1.00 2010 1.10 2020 1.20 2080 1.85 2040 1.45 Fireless Cooker Pots 420 \$.85 620 1.15 820 1.40 1420 1.25 1620 1.60 1820 1.90 450 1.15 850 1.55 850 1.85	100	8
081	200 . 1.75  Dinner Plates 25 20	1080 1.25 1040 1.40 1080 1.55 2000 1.00 2010 1.10 2020 1.20 2080 1.85 2040 1.45 Fireless Cooker Pots 420 \$.85 620 1.15 820 1.40 1420 1.25 1620 1.60 1820 1.90 450 1.15 850 1.55 850 1.85	100	8
031	200	1080 1.25 1040 1.40 1080 1.55 2000 1.00 2010 1.10 2020 1.20 2080 1.85 2040 1.45 Fireless Cooker Pots 420 \$.85 620 1.15 820 1.40 1420 1.25 1620 1.60 1820 1.90 450 1.15 850 1.55 850 1.85	100	8
081	200	1080 1.25 1040 1.40 1080 1.55 2000 1.00 2010 1.10 2020 1.20 2080 1.85 2040 1.45 Fireless Cooker Pots 420 \$.85 620 1.15 820 1.40 1420 1.25 1620 1.60 1820 1.90 450 1.15 850 1.55 850 1.85	100	8
081	200	1080 1.25 1040 1.40 1080 1.55 2000 1.00 2010 1.10 2020 1.20 2080 1.85 2040 1.45 Fireless Cooker Pots 420 \$.85 620 1.15 820 1.40 1420 1.25 1620 1.60 1820 1.90 450 1.15 850 1.55 850 1.85	100	8
031	200	1080 1.25 1040 1.40 1080 1.55 2000 1.00 2010 1.10 2020 1.20 2080 1.85 2040 1.45 Fireless Cooker Pots 420 \$.85 620 1.15 820 1.40 1420 1.25 1620 1.65 850 1.55 850 1.55 850 1.55 850 1.55 850 1.55 850 1.55 850 1.55 850 1.55 850 1.55 850 1.55 850 1.55 850 1.85	100	S
081	200	1080 1.25 1040 1.40 1080 1.55 2000 1.00 2010 1.10 2020 1.20 2080 1.85 2040 1.45 Fireless Cooker Pots 420 \$.85 620 1.15 820 1.40 1420 1.25 1620 1.65 850 1.55 850 1.55 850 1.55 850 1.55 850 1.55 850 1.55 850 1.55 850 1.55 850 1.55 850 1.55 850 1.55 850 1.85	100	8
081	200	1080 1.25 1040 1.40 1050 1.55 2000 1.00 2010 1.10 2020 1.20 2080 1.85 2040 1.45 2050 1.65 Fireless Cooker Pots 420 \$.85 620 1.15 820 1.40 1420 1.25 1620 1.60 1820 1.55 850 1.85  NIPPLES 1½ 2 % 10 1.5 850 1.85  NIPPLES 1½ 2 % 10 1.5 18 28 % 18 28 % 18	100	S
081	200	1080	100	8
081	200	1080	100	S
081	200	1080	100	S
081	200	1080	100	S
081	200	1080	100	8
081	200	1080 1.25 1040 1.40 1050 1.55 2000 1.00 2010 1.10 2020 1.20 2080 1.85 2040 1.45 2050 1.65 Fireless Cooker Pots 420 \$.85 620 1.15 820 1.40 1420 1.25 1620 1.60 1820 1.55 850 1.	100	8
081	200	1080 1.25 1040 1.40 1050 1.55 2000 1.00 2010 1.10 2020 1.20 2080 1.85 2040 1.45 2050 1.65 Fireless Cooker Pots 420 \$.85 620 1.15 820 1.40 1420 1.25 1620 1.60 1820 1.55 850 1.	100	8
031	200	1080	100	8
081	200	1080	100	S
081	200	1080	100	S
081	200	1080	100	S
081	200	1080	100	S

RETAIL BELLLING	PRIOE-Continued.	
No. 2604 each	Sizes 18-14-15-16	4 foot
No. 1204 2-cell Vest Pocket	No. 1, each	D Handles
GARBAGE CANS—(See Cans) GLASSES—	Broad 4 Plumb 2.25 Broad 5 Plumb 2.50	Barrel or Fruit Boxes—
Ground Level— Proved Level—	Bench-(Single or	Sayre 400 1.65 Sayre 401 1.50
1 % \$ .50 1 % \$ .10 2 .60 2 .10 2 ½ .65 2 ½ .15 8 .70 8 .15	HINGES & BUTTS (Screws : No. 900 Lt. Strap Hinges. Pr. Dz. Pr.	
3 ½	8-inch\$ .20 \$ 1.75 4-inch25 2.10	5x5-in 1.00 1.10
GLUE—Dry—Ex. Ex. White, 85c lb.; White, 70c lb.; Dark, 60c lb. Lepage's—Each, 1 ox.,10c; ½ gill, 15c; gill, 25c; ½ plnt, 40c; pint, 60c; quart, \$1.00; ½ gal., \$1.75; gal-	5-inch30 2.15 6-inch35 2.90 No. 935 Cor. Strap Hgs.	6x6-in 1.40 1.50 No. 241 F&D2. 2½x2½-in \$ .40 \$ .45
ion, \$3.00. Imperial—Same as Lepage's.	Pr. Dz. Pr. 4-inch\$ .25 \$ 2.40	3x3-in
GRAPHITE—Flake per lb, 75c.  GRINDERS—Carb. & all 1st Grade—No. 1, 4-in., \$4.00; No.	5-inch85 8.75 6-inch40 4.00	4x4-in55 .65 4½x4½-in80 .95
2, 5-in., \$5.50; No. 3, 6-in., \$7.50; No. 4, 7-in., \$10.50. GRINDSTONES—Mounted. Wood Frame, No. 1, \$8.00 each; No. 2, \$8.50 each. Angle, Steel Frame, \$8.50 each; Tab-	8-inch60 5.60 10-inch90 9.50 12-inch 1.85 18.00	5x5-in 1.00 1.20 5½x5½-in 1.80 1.50 6x6-in 1.50 1.65
ular, Steel Frame, \$9.00 each; Harvest King, Power, \$12.50 each; Loose, 4c per lb. Fixtures (See Fixtures).	No. 904 Lt. Tee Hinges. Pr. Dz. Pr.	No. 241 SF 2, Cont. Ret.
GUAGES—Butt— No. 98\$1.15 No. 71	8-inch\$ .15 \$ 1.75 4-inch20 1.90	2 ½ x2 ½ -in \$ .45 \$ .50 8 x3-in45 .50
No. 94 1.35 No. 77 1.00 No. 95 1.25 No. 90	5-inch20 2.10 6-inch25 2.40	3 1/4 x 8 1/2 - ln
No. 951/2 1.00 No. 91	No. 937 Cor. Tee Hinges. Pr. Dz. Pr.	4½x4½-in85 .95 5x5-in 1.05 1.15
Marking No. 92 1.50 No. 61	4-inch\$ .85 \$ 8.00 5-inch40 8.40	5x5-in 1.05 1.15 5½x5½-in 1.85 1.50 No. 241 H&N.
No. 64	6-inch60 5.00 8-inch75 8.00	Cont. Ret.
GLASS GAUGES—40% off list.	10-inch 1.20 12.75	2½x2½-in \$ .50 \$ .55 3x3-in50 .55
HAMMERS AND SLEDGES— Adze Eye, 1st Grade No. 4	12-inch 1.75 17.00 No. 888 Butts.	3 ½ x8 ½ -in
10\$1.65 No. 8	Pr. Dz. Pr. % inch\$ .10 \$ .75	4½x4½-in
11 ½ 1.25 No. 1	1 inch10 .85 1 ¼ inch10 .95	5½ x5½ -in 1.35 1.50 6x6-in 1.60 1.75
13 1.10 Stone Hammer Ball Pein No. 710	1 ½-inch10 1.05 1 ½-inch15 1.20	No. 160 F&D2. Cont. Ret.
3 lb 1.75 3 to 4 lb., per lb35	2-inch	2 ½ -in \$ .40 \$ .50 8-in45 .55
1% lb 1.35 5 to 20 lb., per lb80	2 ½ -inch15 1.45 2 ½ -inch20 1.60 2 ½ -inch20 1.85	8½-in
1 1/4 lb 1.15 Long Pat. 750	8-inch	4 1/2-in95 1.05
1 lb	No. 840.	No. 160 N. Cont. Ret.
13 oz 1.00 B. S. Sledge 7 ounce	Pr. Dz. Pr. 1½-inch\$ .15 \$1.45	2½-in \$ .45 \$ .50 3-in50 .60
5 ounce	1 %-inch15 1.60 2-inch15 1.65	8½-in60 .70 4-in65 .75
Riveting, 1st Grade Coal Sledge 25	2 ½ ·inch20 1.80 2 ½ ·inch20 2.00	4 1/2 - in 1.00 1.15 No. 160 S F2.
HANDLES-	2 % -inch20 2.10 8-inch50 2.20	Cont. Ret. 2 ½-in \$ .45 \$ .55
Axe—— Hand Saw Handles—— Sigle Bit, Shaved\$ .40 Disston No. 7, each85	No. 781 1/2. Cont. Ret.	8-in
Sigle Bit, Oval	2½x2½-in\$ .40 \$ .45	4-in70 .80
No. 1 Boys' 25 Sleage—Shaved, 30-inch, each85	3x3-in	No. 165 F&D2.
Chisel— Oval, 80-inch	4 ½ x 4 ½ in	Cont. Ret.
Hammer—A. E. 4½ foot	5x5-in95 1.05 5½x5½-in 1.25 1.85	2-in
Sizes 12-13-14	No. 733. 2½ x2½-in\$ .40 \$ .45	8-in55 .65 81/4-in65 .75
Sizes 12-18-1415 4½ foot	8x3-in	4-in80 .95 4½-in 1.20 1.85

			RI	TAIL SE	LLING	PRICE-	-Continued.				
No.	165NASF Cont	2. . Ret.	2½x2	80	8.85	1004 1005	1.50	1107	.80	1207	.80
1 1/4 ·in. 2 · in.	8 .40	8.45	2 1/2 x2 1/2 8 x 8	85 45	8.55 4.80	1005 1006 1007	1.80 1.05	1108 1109	.75 .50	1208 1209	.75 .50
2 1/4 · in. 8 · in.		.55	No.	289 SFD. Pr. D:	s. Pr.	1008 1009	.80 .75	1110	.45 .35	1210 1211	.45 .85
3 1/4 - in. 4 - in.	70	.80	2x2 2½x2	8 .85	\$3.55 8.55	1010	.50 .45	1112	.80 . <b>25</b>	1212 1218	.80 .25
4 1/2 - in	1.20	1.80	2 ½ x2 2 ½ x2 ½ 8x3	85	8.65 4.90	1011 1012	.35 .30	1114	.20	1214	.20
		Dz. Pr.		289 N.		1013 1014	.25 .20	• • • •	••••	• • • •	••••
<b>2</b> -in	\$ .28	2.90	2x2	8 .40	z. Pr. 84.60		lots or full pac & EYES—Gate		i0% discoun	t from list.	•
2½-in 8-in		4.90	2 ½ x2 2 ½ x2 ½	45	4.75 4.90		1½, Doz 2, Doz		No. 40	3, Doz	1.00
	o. 295 SF2 Pr.	Dz. Pr.	8x8 No.	55 289 H.	6.00	No. 40	2 14 Doz	.40 .50	Gross Lo	B. Doz ts 60% O	ff List.
2 in	\$ .80	5 8.70		Pr. D:	s. Pr.	No. 40	) 8 ½, Doz ) 4, Doz	.60 <b>8</b> .70	No. 1040	2 1/2, Doz 8, Doz	. 2.50
2½-in 3-in			2x2 2½x2	40	84.00 4.25	No. 40	) 4 1/2, Doz	.85	No. 1040	3½, Doz 4, Doz	8.90
:	No. 295 N. Pr.	Dz. Pr.	2 ½ x2 ½ 8x3 1480 F&D2	50	4.40 5.60 4.00		Lots 40% Off sars and Sheets		lots commo	n bar. Sc	per 1b.
2-in	8 .85	<b>\$8</b> .80	1430 F&D2 1430 N 1431 F&D2	.40	4.85 2.50	base; .	Angle Iron, 9c. —Galvanized, I	. Angle	Cut Bars,	10c lb.	•
2½-in 3-in			1431 SF2&1 1478 F&D2	N .25	2.80 2.50	18 to 2	24, 18c; 26 to	30, 19c.	Black She	ets. Full S	heets-
Ŋ	No. <b>29</b> 5 H. Pr.	Dz. Pr.	1478 SF2&1 1480 F&D2	N .25	2.80 2.20	add 10	., 18 to 24, 15 % to above. alv., 26 Ga., \$1	Corruga	ed—Ptd., 2	8 Ga., \$10	.00 per
1 1/2 - in 2-in	\$ .80	88.85 8.65	1480 SF2&1 1475 F&D2		2.80 2.20	IRONS-	Sad. Common.	9c lb.;	Mrs. Potts	No. 50, \$1.	75 set;
214-in		4.00	1475 SF2&1 1474 F&D2	N .25	2.80 2.40		No. 70, \$2.75 & FORKS—Ir		lled, \$1.25.		
	289 F&D		1474 F&D2 1474 SF2,	. <b>2</b> .80	8.80 2.80	KNOBS-LACING-	-Maple, Base,	5c each	, 80c dos.		
	\$ .80	\$8.20	1474 SF2, Narrow, Mide	2 .85	8.60	Leat			Bristol		
35% to	List.	<b>B</b> 0115	·BI.OW, 2010	5.0	u 21uu		4, per ft -16 per ft		111, per 112, per	inch	\$ .01 <del>1/4</del> .02
HODS—Con Open J	apan	• •		Falvanized	A 75	Size %	, per ft	.04 8.05	113, per	inch	\$ .02 ⅓
16		70	16		95	Size %	per ft per ft	.06			
18		75	18		. 1.35	LADDER	S-Extension, est, per ft., 500	per ft.,	30c; Step,	common,	per ft.,
HOOKS-B	right.			• • • • • • • • • •	_	LANTER	N GLOBES-		No o C	D Dube	• 50
						No. 0	Ruby	.45	No. 2 R	B. Ruby. uby Short.	50
2		65	106		25	No. 2	O. B. Short	.20	39 R.	R	25
4		45	108		15	<b>\$1.50</b> ;	NS—No. 0, \$1. N. 8., \$1.50.	Ruby (	Blobes for N	lo. 0, 25c.	
6		25	110		15	LEAD—V	White—12½-lb. 3.25; 100-lb. ke	keg, \$2 eg, \$16.0	2.15; 25-lb. 00.	keg, \$4.25	; 50-1Ъ.
9		15	122		10		S—Steel— Each	Set		Each	Set
11		15	114		10	¥		8.75 6.00	% 8-16	15	2.75 3.25
13		10				½ LEVELS	60	10.50	0 20 111		0.20
Gross—6	0% Discou	nt from Li			•	No. 0.		\$1.25	No. 108	-12-inch	75
		Doz.	11/ 0 4	- Ka	Doz.	No. 10	)	2.75	No. 36—	-18-inch -24-inch	2.50
3		20 20 20	11/2	r 5c	40	No. 25	)	8.00	No. 37-	·12·inch	8.00
1/2 2/4, 2 for 3/4, 2 for 1, 2 for 5 Brass Cu	5c	25	1%. 2 10	r 15c 15c	75	No. 90	)	3.50	No. 37-	24-inch	4.00
Brass Cu	p No. 181-	Doz.	a, a 101	100	Doz.		5		No. 452	 	4.00
<b>%</b>		. \$ .20 20	1. 2 for 14	5e	.\$ .80	LIFTS-	Sash-Large B				
¥ 2 for	5e	20	1%		50	LINE-C	40c dos. lothes—No. 9	Wire, le	ngth 50, 5	oc each; 7	5, 60c;
%, 2 for 5 SCREW EY	5c	25	2, 2 for	r 15c 15c	85		5c. Twisted, 5 -Rim-Steel, 75				
No. 000	Doz. \$1.70	No. 104	Doz. \$ .30	No. 204	Dos. \$ .80	OAR LO	CKS-2-in., pe , per pair, 70	r pair			ir 60c;
00	1.25	105 106	.25 .20	205 206	.25 .20	MATS-I	Reg. Cocoa—		Daar 991	.36	9.00
1 2	.55 .50	107 108	.15 .15	207 208	.15 .15	Door 1	l4x24 l6x27	1.25	Medium,	16x27 18x30	1.50
3	.40 .80	109 110	.15	209 210	.15 .10	Door 2	18x30	1.85	medium,	10200	4.25
4 5 6 7	.25 .20 .15	111 112	.10 .10	211 212	.10 .10	Pick .	KS-Handles E	<b>\$</b> 1.50		or short	
7 8	.15	118 114	.05 .05	218 214	.05 .05	MAULS-	ong or short cti —Handles Extr	a-Post,	cast, 7c	es, No. 2. b.; R. R.	Track,
9 10	.15 .10	•••	•••	215	.05	920, 2	5c; Woodchopp Dble Face (see	pers, 96	0, 25c; Wo	odchoppers,	960A,
11 12	.10 .10	•••	•••	•••	•••	MILLS-					.\$36.00
13 14	.05				•••	Mediun	1CKS—No. 7,	<b>28</b> .00	Force Fe	ed	. 15.50
Gross lots	or full p		30% aiscount		_	or Jan	itor's, 65c eacl	h.			
Brass No.	Doz. \$2.85	No. 1104	Doz. \$1.50	No. 1204	Doz. \$1.50	MOPS— 15 oz.,	, each	\$ .75	15 oz.,	ton	\$ .75
1001 1002 1008	2.40 1.85	1105 1106	1.80 1.05	1205 1206	1.80 1.05	18 oz. 21 oz.	, each , each	1.00		each	



MOWERS—Great American—15-in., \$16.00; 17-in., \$18.00;	17 lb\$1.15 25 lb\$1.65
19-in., \$20.00; 21-in., \$22.00. Common—12-in., \$5.00; 14-in., \$5.25; 16-in., \$5.50.  NAILS—Base per kag, \$5.50—50 to 99 lbs. add 50c per	20 lb
100 lbs to keg price.  1 to 50 lbs.	No. 1½, quire
Fine Blue 2&3	PEAVIES— ———————————————————————————————————
Casing 4&5d	5
Finishing 6 to 20d 08 Smooth Box 4 to 6d 08 Smooth Box 8 to 20d . 08 Barb Box 4 to 5d 08 Barb Box 6 08 Barb Box 6 08 3 the papers, each	7-1b., \$1.50; 8-1b., \$1.75. Contractors—6½-1b., \$1.65; 8-1b., \$1.65.  PINS—Escutcheon—Small lots, 15c oz.; large lots, 40% over List.
Barb Box 8 to 20d08 Barb Roof % to %10 Barb Roof 1 to 1%10 Plaster Board	PIPE—Stove.  Com. Pol. Plan.  3
C. C. Box	5
18 inches     2.25     18 inches     4.50       24 inches     3.00     24 inches     6.00       80 inches     3.75     30 inches     7.50       36 inches     4.50     36 inches     9.00	6.5 or 5.6
48 inches 6.00	% Full Length       6.55       % Full Length       9.30         % Full Length       8.65       % Full Length       10.90         % Full Length       10.75       % Full Length       13.60         1 Full Length       15.85       1 Full Length       20.10         1½ Full Length       21.40       1½ Full Length       27.20
1-inch Mesh, per square foot	1½ Full Length     25.60     1½ Full Length     32.50       2 Full Length     34.45     2 Full Length     43.75       2½ Full Length     57.95     2½ Full Length     69.25       3 Full Length     75.85     3 Full Length     90.70
36 in	3½ Full Length100.70 4 Full Length119.20 Cut Length, 10% extra. Pipe Conductor—Corrugated
NUTS—Hot Pressed—Blank       Threaded         ½ inch	2 inch, per ft\$ .13½ 4 inch, per ft\$ .19 3 inch, per ft15 5 inch, per ft24 PITCH—Asphaltum—5-lb. can, 35c; 10-lb. can., 65c; 25-lb. can, \$1.00.
7-16 inch 19 7-16 inch 21 ½ inch 17 ½ inch 19 9-16 inch 17 ½ inch 18 ¼ inch 16 ¾ inch 18 ¼ inch 16 ¾ inch 17 ¼ inch 15 1 inch 17	PLANES—  1 \$2.10 28 \$2.00 72 3.00 180 1.15 2 2.65 24 2.00 72½ 4.65 181 2.00 3 2.75 25 1.90 74 7.00 140 2.00 4 3.00 26 2.25 75 .60 146 3.00 4½ 3.50 27 2.50 78 2.25 147 3.00 5 3.50 27½ 2.50  148 3.00
1 inch	14 4.00 28 2.65 SCRAPERS— 180 1.75 6 4.50 29 2.75 80 1.25 181 1.75 7 5.00 80 8.00 81 2.00 182 1.75
OILERS—Chase's Zinc— 00\$ .10 5	8 6.00 81 8.25 82 1.50 190 1.85 944 1.50 82 8.35 88 1.50 191 1.85 944 1.75 88 8.85 192 1.85
0 .10 13A .25 115 1430 1½ .15 14B85 2 .20 15A .40 8 .25 16 .40  Cannon Pump—	10 4.35 34 8.50 PLANES— 220 1.10 10 1/2 8.50 35 2.50 85 8.50 289 2.75 11 8.00 86 2.75 87 2.75 840 2.25 11 1/2 4.25 87 2.85 90 2.75 840 7.50 12 3.85 89 2.25 92 2.75 602 8.00 12 1/2 4.50 40 1.65 93 8.35 603 8.25
Brass     Tin       No. 11	18 4.25 40 ½ 2.00 94 8.85 604 8.50 15 1.50 45 9.50 97 3.00 604 ½ 4.00 15 ½ 1.90 46 7.50 98 1.40 605 4.00 16 1.65 47 5.50 99 1.40 605 4.25 17 1.85 48 8.75 100 .40 605 5.00
No. 3	18 1.75 49 3.75 101 .35 607 5.75 19 1.85 50 6.00 102 60 608 6.75 20 5.65 55 17.50 Stanley Stanley 20 5.00 57 5.50 Single Double 21 2.00 60 1.65 1 4 8 .35 8 .55
15. cast, 90c; No. 15, extra heavy, \$1.35; No. 24, malle- able, \$2.25. PACKING—Sheet Rubber—Standard, 20c lb.; Rainbow, 90c; Italian Hemp, Common, 40c; Square Flax, braided, 50c;	22 2.00 60 1 1.50 1 1 4 40 .60 61 1.50 103 .75 1 4 40 .65 62 3.85 104 2.85 2 45 .70 65 1.90 105 8.25 2 4 .50 .75 65 1 1.65 110 .85 2 4 .50 .86
Piston Spiral Steam, High Pressure, \$2.25; Steam or Water, Low Pressure, \$1.25.  PANS—Acme Frying— No. 00, each\$ 15  No. 4, each\$ 40	71 2.85 118 4.25 2% .55 .85 71 ½ 2.25 120 1.10 2% .55 .85 Stanley 100 - 101
No. 0, each	Sanley 110 & 130   30   30   30   30   30   30   30
PAPER—Building—       P & B     Imitation P & B       No. 1—500\$2.00     No. 1—500\$1.80       No. 1—1000	Stanley 12 & 112
No. 2—1000. 5.75 No. 2—1000. 4.95 No. 3—500. 4.00 No. 3—1000. 7.70 No. 3—1000. 6.75 Red Resin—	Stanley 60 & 65

			R	etail s	BLLING	PRICE-	-Conti	nued.					
51/2		. 1.60		• • • • • • • • •		61		.25	480	1.00		804	.50
71/2	• • • • • • • • • • • • • • • • • • •	. 2.25	8		2.50			Zag-				805 806	.60 .70
PLUGS-8p	ark\$1.00	each.	y	• • • • • • • • •	8.00	5-foot		. <b></b>	• • • • • • •	1.50		808 858 854	.85 .40 .50
POLISH-				laut <b>a 3</b> 7		0.1001	•••••	• • • • • • •	• • • • • •	1.75	1	355	.65 .75
34 Pint.	atshine or R	\$ .20	4 ounce	iquid Venec	\$ .25							356 358	.90
Quarts .		60	Quarts	es	1.00	REGISTI			<b>2</b> 1 55	White	A+R		<b>\$</b> 1.85
Gallon .	n	1.00	Gallon .	• • • • • • • • •	8.00	Jap 8x	10	• • • • • • • • • • • • • • • • • • •	1.65	White	8x10.		. 2.00
POTS—	<b>m</b>					Jap 10	x14		. 8.15	White	10x14		. 8.80
21	ne Fire	\$ 8.60	10 Quar		1.85	REGIST		 CES—	. 4.85	W III I	12X14	• • • • • •	. 5.25
72		. 9.85	_16 Quar	<b>1.</b>	1.50								
Water	ring Galvani	ized	Tin 4 Quart		\$ .55	Jap 10	x12		. 1.70	White	10x12		. 2.20
4 Quart.	• • • • • • • • • • •	<b>\$</b> .85 1,00	8 Quart		85	Jap 12 DISSTOR	2x14		2.80			• • • • • •	
W			10 Quar	t	1.00	No.		18-i	n. 20-in.		24-in.	26-in.	Rip
PULLERS-	; Ptd.—1 q —Nail—	t., 80c; <b>x</b>	qt., 85c;	8 Qt. bud	<b>;.</b>	D-9 68	1014 .	\$1.9 2.8	o 26.5∪	\$2.50 2.60	\$2.65 2.85	\$2.85 8.00	\$2.60 3.10
	35 each; Re	ed Devil,	or Morrills	\$2.00 eac	h.	16 12	• • • • •	2.8 2.7	5 2.50 0 2.85	2.60 8.05	2.70 8.50	2.85 8.85	8.10 8.70
	2. 8.—1, \$2					D-21 A	. 22	2.8 2.5	0 2.65	8.20 2.85	8.25 8.05	8.60 8.25	8.85 8.50
60c; No.	Frame—No. 9, 60c; No.	o. 4 Ottu o. 109, 600	mwa, per c.	dos., 60c;	No. 5,	D-20 a D-100	<b>. 2</b> 8	2.5	ò 2.65	2.85 2.85	8.05 8.05	8.25 8.25	8.50 8.50
PUTTY-P	er lb., 10c.					120		3.1 3.8	5 5.25	8.40 4.05	8.60 <b>4.20</b>	8.75 4.40	4.00 4.65
RIVETS-	D		*****	. 11		SAWS-	One M	an		Roy		~	
Tinner				_ '		81/4 ft.		nonds D 8.85	isston \$3,25	Chinoc 6 ft.	\$9.60	Chino 51/4	ok C.C <b>\$5.7</b> 5
1 1/4 to 2	oz., per C. l lb., per C	10	6 lb., p	r C er C	25	41/4		3.85 4.80	3.50 4.00	6 1/2 7	10.80 12.00	6 6 1/2	6.50 7.80
Copper	lb., per C. Brake Ban	d	7 lb., pe	or O	80	5 "		4.80	4.50	7 1/2	13.25	7 %	8.15 9.50
Copper	8	Burra-		• • • • • • • • •		Atki	ns No.	400 an	d 401-	99 in			
No. 8 1/2 No. 10 1/2	lb. pa lb. pa lb. pa	<b>\$</b> .45 45	Asst. 8 & No. 9 R.	9, pa H., pa	45	26 in			. 5.50	20 in			. 4.40
No. 12 ½ Copper	lb. pa Rivets Onl	50 y—		•		Atki	ns No.	68 ar	id 69—				
No. 8 1	Burrs Onl	80	No. 10,	1 lb	85	26 in		• • • • • • •	. 8.15	20 in			. 2.50
No. 8 ar	d 9	.\$1.10	No. 10	and 12	\$1.15	Atki	ns No.		and 65			• • • • • •	
	10 1/2 lb. p d Burrs Ca		No. 12,	16 lb. pa	50	26 in.			2.90	20 in.		•••••	2.40
	Standard- ply square,					Atki	ns No.			_			
						26 in.			8.50	20 in		• • • • • • •	. 2.70
lots under	nila—3-16 r 100 ft.;	% to 1-in.	lots under	50 ft. A	ll to be	Atki	ns No.	66 and	1 67			• • • • • •	
sold by m	ieasure. Av. ft	. Sell			Sell	26 in.		• • • • • • •	. 8.15	20 in			. 2.50
8ize 8-16	in lb. 80	per ft.	Over 200	ft	per lb.	24 in. Atki	ns No.	70—	. 2.90			• • • • • •	
*	55	1 % c 1 % c	Over 200	1t	50	26 in.			. 2.40				
*	27 19	1 % c 1 % c 2 % c 2 % c 8 % c 4 % c	Over 100	ft	45	24 in.			2.20 price a	18 in			
*	18	8 17 c	Over 100	ft	45	Han	d	5, 30.	_	-		in	. 8.50
*	· · · · · · · · · · · · · · · · · · ·	00	Over 100 Over 100	ft	45	28 in	:h	ch	. 4.25	Dissto	n 26 iı	1	. 8.25
<b>%</b>		10c 18c	Over 100	ft	45	Disstor	24 i	in	. 8.50	Back	14 in.		. 2.50
Larger	• • • • • • • • •	• • • • • • • • •				Atkins	20 in		. 2.65	Back	20 in		. 8.00
RULES-	% above li	Bt.				Simon	s 28	in	. 8.50	Compa	ss No.	2, 10 in	ı6Q
No.	Price \$ .75	No. 61 1/2	Price \$ .25	No. 08	Price	Disstor	1 24 is	1	. 2.85	14 in			70
5 7	.70	62 72 62 C	.60	04	\$ .40 .50	Atkins	20 ir	1	2.50	Butch	er No. 1	lO, 16 in	1.25
17	.75 .60 .85	62 1/2	1.25 .50	05 06	.65 .75	No. 10	). 28	ston 26.	. 8.25	20 in		• • • • • • •	. 1.50
80 80 <del>1/2</del>	1.00 1.00	68 68 1/2	.80 .80	08 108	1.20 .50	No. 7,	24 in.	in	. <b>2</b> .65	Kitche	n No.	2, 12 in	45
81 82	.50	64 66 % 66 %	.25 .50	104 105	.65 .80	Disstor	a 20 in	1 1	. 2.25	16 in		• • • • • •	.55
82 1/2 88 36	.65 .15	68 69	1.00 .20	106 108	.90 1.20	Disstor	16 is	1	1.80	26 in	<b></b> .		. 8.75
86 1/2	.85 .45	72 75	.15 .45	204 206	.75 1.00	Disstor	a 26 in	, 28 in.	. 4.00	80 in	. <b></b> .		. 4.50
38 89	.45 1.25 2.75	78 <b>¾</b>	.50 .85	808 804	.60 .80	Dissto	n 26	in in	. 8.25		-	e No. 8	
40 41	8.25 .25	81 88 88C	.60 .85	408 404	.40 .50	SAW CI Went-	AMPS -2, \$2	—Steart 25; No	8—8, \$1 . 1C, \$1.	1.50; 0, 50; NBR	\$1.00; \$1.75	200, No. 11	\$1.40. with
<b>42</b> 50	.80 .85	84	1.00 .55	405 406	.60 .70	guide, SAW SE	<b>\$</b> 3.25.	, =-•	,	.,			
51 52	.30 .50	85 86	4.00 5.00	408 508	.80 .50	201 G	. & P	i	. \$1.00	Col.			1.10
58 58 <del>1/</del>	.80 .65	87 89	6.00 6.50	504 505	.60 .75	105 M	orrill.	. <b></b>	60	28 Tr	umph		. 1.25
54 57	.65 .50	92 92 <del>1/2</del>	1.50 1.25	506 508	.85 .90	10		· · · · · · · ·	1.00	l'ever namm	er		75 25
58	.45	94	1.75	808	.40	77		<b></b>	60				

X Out— Baker No. 3	Morine No. 2  Morine No. 2½  Setting Tool Disston No. 100 No. 4 Setting Block Morin  Swages No. 0 Disst. Swages, Whitings. Atkins Rex Atkins Excelsior  ack—  No. Price No. 8 \$2.30 10 9 2.35 12 Potato No. 1	1.90 SHIELD  2.50 Dia 3-16, 4, es 5-16, 7, es 4.50 %, es 1.75 SHINGI  1.00 SHOVE  1.75 Chest Piqua Price Nor. \$2.40 SHOVE 2.00 Nor.	mond—Expansion each	\$\\ d. each
SCREWS—         Iron Bench—       \$1.00         1       1.10         1½       1.25         Wood Hand—       6 inch       \$ .45         8 inch       .65	1 1/4	SHOT— 1-lb. 1 1-lb. 1 SHOES— Mule— ASSES' 1.10 SHOOTI	Drop—20c lb.; Buck, 2 bags, 20c; Tubes, ¼ lb., —Horse—Light, extra ligh —No. 00 & 0, 12c lb.; 1, SKIN—25, 45c; 50c, 65 H-ON—60c lb.	t or snow. All sizes, 10c lb. 11 %c; 2 & larger, 11c.
10 inch	16 inch	. 1.60 Straig . 1.70 Straig . 1.65 Straig . 2.00 Straig . 2.50 Straig Straig Straig Straig	ht 7	Straight       100
FH Bl	Contr. 1 Cap-V thread . 2: Cap SAE . 1 Set Small . 2: Set- Large	ractor's SPRAY 0% off \$4.50 0% off STEEL 0% off Frami 5% off Frami by Dos. Frami 15 10% Stai	PUMPS—Faultless, Tin, Barnes No. 276, \$7.00. SQUARES—Nichols— ng, N.P. 100A \$4.00 ng, N.P. 100 3.75 ng, Pol. 100A 2.50 ng, Pol. 100 2.25	Oxidized Cop. 100A 8.00 Oxidized Cop. 100 2.75 Royal Cop. 100A 8.00 Royal Cop. 100 2.75 rgent, R. & E., Etc.— No. 14 Polished 1.50
15c Dozen to 3.00 List 20c Dozen to 4.00 List 25c Dozen to 5.00 List Machine Screws—Full Pk Iron—Graduated from List discount on largest sizes. Brass—Graduated from 25 sizes to 10% above List Nuts for Machine Screws—	Cap SAE	List No. 1List No. 1List No. 1List No. 2Cooled GoodeCooled StarreCooled Starre	00 Blued 2.50 175c for Take-Down Sq 11's No. 66 12 inch Comb tt's No. 23 12 inch Com 58—Try— 0—3 inch\$ .85 0—4½ inch 40 10—6 inch50	No. 14 Polished
Brass, 40% to List Price  SCREW DRIVERS—Yankee \$1.50; 180, \$2.25; 131, \$2.  POINTS & CHUCKS—  For 30 and 31	—80, <b>\$2</b> .00; 31, <b>\$2</b> .75	5; 85, STAPLE STARRE Micro Calipe Thick: 1.10 Steel 1.00 G. & P	CTTS' TOOLS—''Shop'' meters, 40% above list. r Rules, 40% above list. ness Gauges, 40% above list. her items, 25% above li GOODS—Hack Saw Frail.75 69B\$1.50 247	list. st. mes— \$2.00 5\$ .50 14\$2.00
034 ½ 1.25 034 ½ 1.25 034 ½ B 1.25 035 B 1.25 044 ½ B 1.85 044 ½ B 1.85 045 B 1.50 005 1.50 Barley Forks. B0185 \$1.85 B0505 2.25 Manure Forks. 44 ½ \$1.25 044 ½ \$1.25 044 ½ 1.25 044 ½ 1.25 044 ½ 1.25 045 B 1.25 046 B 1.25 047 1.25 048 1.25 049 1.25 040 1.25 050 1.75 064 ½ 1.05 050 1.75 064 ½ 1.05 050 1.75 064 ½ 1.05 060 2.00 Header Forks.	RO154 1.65 RO154 1.65 RO154 1.65 RO155 1.65  Alfalfa Forks. RO134 1.50 Ensilage Forks. RO134 1.50 Ensilage Forks. RO1717L \$2.75 RO14 1.50 RO1D 1.5		Smith's Hoes.  50A \$ 90  Nursery.  NO7 \$ 85  German.  GE2-0 \$ 86  Planter's Eye. AE3 \$ 66  AE5 \$ 65  Mortar. 9 \$ \$1.15  S10 \$ 1.25  M29 \$ 1.25  Invincible.  19C5 \$ \$1.10  Rakes—Bow. B11 \$ 1.00 B13 \$ 1.15 B15 \$ 1.25  Steel.  10C \$ 75 12C \$ 85 140 \$ 90	SB12

STONES—CARBORUNDUM—	THIMBLES—Asbestos—Each, 6x4, 90c; 6x6, \$1.25; 6x8, \$1.65; 8x6, \$1.75. Adj. Stove Pipe—4 to 8, 50c; 6 to 12,
No. 76	75c.
No. 108 1.50 No. 13050	THIMBLES—Flue—6-in., 10c; 7 in., 10c.
No. 109 1.00 No. 131	THICKNESS GUAGES-40% above list price.
No. 111	TIN—Common Roofing, 80c per sheet.
No. 112	TONGS—Vulcan Chain—31, \$8.50; 82, \$5.00; 83, \$7.00;
No. 115	83½, \$9.00; 84, \$11.00. TORCHES—C & I—No. 81 \$6.50 · No. 82 \$6.75 · No. 18
No. 116 1.25 No. 147	TORCHES—C & L—No. 81, \$6.50; No. 82, \$6.75; No. 18, \$5.00; No. 87, \$5.50; No. 47, \$7.25; No. 28, \$2.00.
No. 118 1.00 No. 180	TRAPS— Victor Newhouse
No. 119 1.00 No. 184	Each Doz. Each Doz.
No. 120	No. 0 \$ .20 \$1.50 \$ .35 \$3.30 No. 1 .25 1.80 .40 3.85
No. 122	No. 114 .30 2.65 .50 5.80
STOVES—Common Air-Tights— No. 16 Unlined\$2.25 No. 22 Lined\$4.50	No. 2 .40 3.75 .85 8.50 No. 3 .50 5.00 1.15 11.50
No. 16 Unlined\$2.25 No. 22 Lined\$4.50 No. 18 Unlined 8.00 No. 24 Lined 5.00	No. 4 .65 5.85 1.25 13.50
No. 20 Lined 4.00 No. 26 Lined 6.00	TROUGH—
STOCKS & DIES— Green River List plus 25% Common No. 1 pipe\$7.75	Eaves— 5 inch, per doz35 4 in\$ .181/2 6 inch, per doz40
Little Giant, List plus 25% No. 2 9.90	5 in
Armstrong No. 1 pipe \$5.85 Stocks Only— No. 2	6 in
No. 2½ 8.50 No. 2 4.25	4 in
No. 8, 1 1/4 to 213.00 Armstrong No. 2 3.50 No. 8, 1 to 215.60 No. 3 5.33	5 inch
Dies-Solid pipe only 40% off. Armstrong Dies only	6 in
20% off. Solid Pipe Dies only, 85% off.	4 inch, per doz\$ .80 6 in
STOP AND WASTE— Rough Brass, Iron Pipe Threads No. 10 T-Handle or	TROWELS—Rose Brick Wood Handle, 10 11-11 11-12, \$1.65 Marshalltown Lea., \$2.00 Plastering, 2.50
No. 20 Lever Handle-	
½ inch	TROWELS—Rose Brick, Wood Hdl.—10 1/4, \$1.65; 11, \$1.65; 11 1/2, \$1.65; 12, \$1.65. Marshaltown Lea.—10 1/2, \$2.00;
No. 30 High Grade "Cap" Pattern T or Lever Handle—	11, \$2.00; 11 ½, \$2.00; 12, \$2.00. Plastering—11, \$2.50; 11 ½, \$2.50; 12, \$2.50.
Rough Brass, Iron Pipe Threads % inch\$1.50 % inch	
% inch	TUBS—Galvanized—Common, 0, \$1.25; 1, \$1.50; 2, \$1.65; 3, \$1.85; 12, \$1.75; 13, \$2.00. Ex. Heavy—100s, \$2.25; 200s, \$2.50; \$2.05
STRIP-Weather-Rubber, 1/2 in. 8c per ft; 1/4 in. 4c ft.	200s, \$2.50; 800s, \$2.75.  TURNS—Cupboard—Brass Plated—Small, 20c; large, 25c.
SUPPORTS—Wagon Tongue— No. in. Price No. in. Price	TWINE—Sacking—¼·lb. hank, 20c.
No. in. Price No. in. Price No. in. Price 1 % \$1.50 2 % \$2.00 8 % \$2.75	TWINES-Cotton-2 oz. balls, 10c each; Cones, 55c lb. Flax
SWEEPERS—Carpet—	TWINES—Cotton—2 oz. balls, 10c each; Cones, 55c lb. Flax—18BC, ½-lb. balls, each, 20c; 18BB, ½-lb. balls, 15c; 18BB Reels, 40c lb. Spring—No. 4½, ½-lb. balls, each, 20c; 1-lb. balls, 35c. Sail—½-lb. hank, each, 15c; ½-lb. hank, 30c. Seine—60 to 42, 70c lb.; larger, 65c lb. Mar-
Universal\$3.75 American Queen 5.00 Grand Rap. Jap 4.00 Club 8.50	20c; 1-lb. balls, 35c. Sail—14-lb. hank, each, 15c; 14-lb.
Grand Rap. Jap 4.00 Club 8.50 Grand Rap. N. P 4.50 Parlor Queen 5.50	hank, 80c. Seine—60 to 42, 70c lb.; larger, 65c lb. Mar-
TAPS—Machine Hand— Disc.	line—40c lb. Cotton Wicking—14 to lb., each, 5c; 8 to lb., 10c.
1-16 to 15-6430% 1 1-16 to 220%	
1/ 4- 1 900/	Starrett Lufkin Starrett Lufkin
1 1-16 to 220% Stove Bolt—	No. 510, 25-ft. 260 \$8.85 550 8.00
½ to 1 <t< td=""><td>No. 510, 25-ft, 260 \$8.85 550 8.00 No. 510, 50-ft 263 4.83 558 3.75 No. 510, 75-ft, 265 6.15 555 4.75</td></t<>	No. 510, 25-ft, 260 \$8.85 550 8.00 No. 510, 50-ft 263 4.83 558 3.75 No. 510, 75-ft, 265 6.15 555 4.75
4 to 1	No. 510, 25-ft. 260 \$8.85 550 8.00 No. 510, 50-ft 263 4.85 558 3.75 No. 510, 75-ft. 265 6.15 555 4.75 No. 510, 100-ft. 266 7.75 556 6.00
4 to 1	No.     510,     25-ft.     260     \$8.85     550     8.00       No.     510,     50-ft     263     4.83     558     3.75       No.     510,     75-ft.     265     6.15     555     4.75       No.     510,     100-ft.     268     7.75     556     6.00       No.     505,     25-ft.     240     8.25     100     4.00       No.     505,     50-ft.     243     4.00     108     5.00
4 to 1	No.         510, 25-ft.         260         \$8.85         550         8.00           No.         510, 50-ft.         263         4.83         558         3.75           No.         510, 75-ft.         265         6.15         555         4.75           No.         510, 100-ft.         266         7.75         556         6.00           No.         505, 25-ft.         240         8.25         100         4.00           No.         505, 50-ft.         243         4.00         108         5.00           No.         505, 75-ft.         245         5.25         105         6.25           No.         505, 100-ft.         246         6.75         1260         8.60
4 to 1	No.     510,     25-ft.     260     \$8.85     550     8.00       No.     510,     50-ft     263     4.83     558     3.75       No.     510,     75-ft.     265     6.15     555     4.75       No.     510,     100-ft.     268     7.75     556     6.00       No.     505,     25-ft.     240     8.25     100     4.00       No.     505,     50-ft.     243     4.00     108     5.00       No.     505,     75-ft.     245     5.25     105     6.25       No.     505,     100-ft.     246     6.75     1260     8.60       No.     505,     100-ft.     246     6.75     1260     8.60
4 to 1	No.         510, 25-ft.         260         \$8.85         550         8.00           No.         510, 50-ft.         263         4.83         558         3.75           No.         510, 75-ft.         265         6.15         555         4.75           No.         510, 100-ft.         266         7.75         556         6.00           No.         505, 25-ft.         240         3.25         100         4.00           No.         505, 50-ft.         243         4.00         108         5.00           No.         505, 75-ft.         245         5.25         105         6.25           No.         505, 100-ft.         246         6.75         1260         8.60           1263         4.50         1268         4.50           1265         5.75         1260         8.60
4 to 1	No.     510,     25-ft,     260     \$8.85     550     8.00       No.     510,     50-ft     263     4.83     558     3.75       No.     510,     75-ft.     265     6.15     555     4.75       No.     510,     100-ft.     268     7.75     556     6.00       No.     505,     25-ft.     240     8.25     100     4.00       No.     505,     50-ft.     243     4.00     108     5.00       No.     505,     75-ft.     245     5.25     105     6.25       No.     505,     100-ft.     246     6.75     1260     8.60       No.     505,     100-ft.     246     6.75     1260     8.60
4 to 1	No. 510, 25-ft. 260 \$8.85 550 8.00 No. 510, 50-ft 263 4.85 558 3.75 No. 510, 75-ft. 265 6.15 555 4.75 No. 510, 100-ft. 266 7.75 566 6.00 No. 505, 25-ft. 240 3.25 100 4.00 No. 505, 50-ft. 243 4.00 108 5.00 No. 505, 75-ft. 245 5.25 105 6.25 No. 505, 100-ft. 246 6.75 1260 3.60  VALLEY—Tin—4-in., ft., 6c: 10-in., 10c; 14-in., 14c; 20-in., 20c. Tin Valley—Painted 2 sides—14-in., 16c.
\( \) to 1	No. 510, 25-ft. 260 \$8.85 550 8.00 No. 510, 50-ft. 263 4.85 555 8.75 8.75 No. 510, 75-ft. 265 6.15 555 4.75 No. 510, 100-ft. 266 7.75 556 6.00 No. 505, 25-ft. 240 8.25 100 4.00 No. 505, 50-ft. 243 4.00 108 5.00 No. 505, 75-ft. 245 5.25 105 6.25 No. 505, 100-ft. 246 6.75 1260 8.60 1265 5.75 VALLEY—Tin—4-in., ft., 6c: 10-in., 10c; 14-in., 14c; 20-in., 20c. Tin Valley—Painted 2 sides—14-in., 16c. VALVES—Standard Globe and Angle Valves—  Standard Globe and Gate Valves—
\( \text{to 1} \)	No. 510, 25-ft. 260 \$8.85  No. 510, 50-ft 263 4.85  No. 510, 75-ft. 265 6.15  No. 510, 100-ft. 266 7.75  No. 510, 100-ft. 266 7.75  No. 505, 25-ft. 240 8.25  No. 505, 50-ft. 243 4.00  No. 505, 75-ft. 245 5.25  No. 505, 75-ft. 245 5.25  No. 505, 100-ft. 246 6.75  VALLEY—Tin—4-in., ft., 6c: 10-in., 10c; 14-in., 14c; 20-in., 20c. Tin Valley—Painted 2 sides—14-in., 16c.  VALVES— Standard Globe and Angle Valves—  **Standard Gate Valves—  ****  ****  ****  ****  ****  ****  ****
\( \) to 1       .80%       Stove Bolt—         1.1-16 to 2       .20%       .16       .30%         Left Hnd Dbl list plus 20%       \( \) to 12       .25%         Machine Screw—       1½ to 12       .25%         1½ to 12       .35%       \( \) to 1       .55%         Machine Nut—       .30%       .2½       List         TACKS—Bulk—       \( \) Wire 3 ounce, per lb.       .35         Wire 4 ounce and larger, per lb.       .35         Blued Double Point, 9 to 12       .85         Blue Upholster 2 to 3 ounce, per lb.       .35         Blue Upholster 4 ounce and larger, per lb.       .35         Galvanized Upholster 4 ounce and larger, per lb.       .30         In Packages—  _ Blued or Tind.       3 oz. and larger ½ lb.       .05	No. 510, 25-ft, 260 \$8.85 550 8.00 No. 510, 50-ft 263 4.83 558 3.75 No. 510, 75-ft, 265 6.15 555 4.75 No. 510, 100-ft, 266 7.75 556 6.00 No. 505, 25-ft, 240 8.25 100 4.00 No. 505, 50-ft, 243 4.00 108 5.00 No. 505, 75-ft, 245 5.25 105 6.25 No. 505, 100-ft, 246 6.75 1260 8.60 1263 4.50 1265 5.75  VALLEY—Tin—4-in., ft., 6c: 10-in., 10c; 14-in., 14c; 20-in., 20c. Tin Valley—Painted 2 sides—14-in., 16c.  VALVES— Standard Globe and Angle Valves—  ***  ***  ***  ***  ***  ***  ***
\( \) to 1       80%       Stove Bolt—         1 1-16 to 2       20%       3-16       30%         Left Hnd Dbl list plus 20%       \( \) to 12       25%         Machine Screw—       \( \) to 12       25%         1\( \) to 12       35%       \( \) to 1       55%         Machine Nut—       1\( \) to 2       50%         3-16 to 1       30%       2\( \) List         TACKS—Bulk—       \( \) List         Wire 3 ounce, per lb       35         Blued Double Point, 9 to 12       35         Blue Upholster 2 to 3 ounce, per lb       35         Blue Upholster 4 ounce and larger, per lb       35         Galvanized Upholster 4 ounce and larger, per lb       30         In Packages—       Blued or Tind       3 oz. and larger \( \) lb       30         Blue Or Tind       3 oz. and larger \( \) lb       10         Wire 1/2 lb       10       10         Signer       10       10          3 oz. and larger \( \) lb       10	No. 510, 25-ft, 260 \$8.85 550 8.00 No. 510, 50-ft 263 4.85 558 3.75 No. 510, 75-ft, 265 6.15 555 4.75 No. 510, 100-ft, 266 7.75 556 6.00 No. 505, 25-ft, 240 8.25 100 4.00 No. 505, 50-ft, 243 4.00 108 5.00 No. 505, 75-ft, 245 5.25 105 6.25 No. 505, 100-ft, 246 6.75 1260 3.60 1268 4.50 VALLEY—Tin—4-in., ft., 6c: 10-in., 10c; 14-in., 14c; 20-in., 20c. Tin Valley—Painted 2 sides—14-in., 16c. VALVES— Standard Globe and Angle Valves— Standard Globe and Angle Valves— \$ 8.85
\( \) to 1       80%       Stove Bolt—         1 1-16 to 2       20%       3-16       30%         Left Hnd Dbl list plus 20%       \( \) to 12       25%         Machine Screw—       \( \) to 12       25%         1\( \) to 12       35%       \( \) to 1       55%         Machine Nut—       1\( \) to 2       50%         3-16 to 1       30%       2\( \) List         TACKS—Bulk—       \( \) List         Wire 3 ounce, per lb       35         Blued Double Point, 9 to 12       35         Blue Upholster 2 to 3 ounce, per lb       35         Blue Upholster 4 ounce and larger, per lb       35         Galvanized Upholster 4 ounce and larger, per lb       30         In Packages—       Blued or Tind       3 oz. and larger \( \) lb       30         Blue Or Tind       3 oz. and larger \( \) lb       10         Wire 1/2 lb       10       10         Signer       10       10          3 oz. and larger \( \) lb       10	No. 510, 25-ft, 260 \$8.85 550 8.00 No. 510, 50-ft 263 4.85 558 3.75 No. 510, 75-ft, 265 6.15 555 4.75 No. 510, 100-ft, 266 7.75 556 6.00 No. 505, 25-ft, 240 8.25 100 4.00 No. 505, 50-ft, 243 4.00 108 5.00 No. 505, 75-ft, 245 5.25 105 6.25 No. 505, 100-ft, 246 6.75 1260 8.60 1268 4.50 VALLEY—Tin—4-in., ft., 6c: 10-in., 10c; 14-in., 14c; 20-in., 20c. Tin Valley—Painted 2 sides—14-in., 16c.  VALVES—  Standard Globe and Angle Valves—  34 90 14 1.45 35 1.00 36 1.45 36 1.00 36 1.45 37 1.45 38 1.50 37 2.25
1.1-16 to 2	No. 510, 25-ft, 260 \$8.85 550 8.00 No. 510, 50-ft 263 4.85 558 3.75 No. 510, 75-ft, 265 6.15 555 4.75 No. 510, 100-ft, 266 7.75 556 6.00 No. 505, 25-ft, 240 8.25 100 4.00 No. 505, 50-ft, 243 4.00 108 5.00 No. 505, 75-ft, 245 5.25 105 6.25 No. 505, 100-ft, 246 6.75 1260 8.60 1268 4.50 VALLEY—Tin—4-in., ft., 6c: 10-in., 10c; 14-in., 14c; 20-in., 20c. Tin Valley—Painted 2 sides—14-in., 16c.  VALVES—  Standard Globe and Angle Valves—  34 90 14 1.45 35 1.00 36 1.45 36 1.00 36 1.45 37 1.45 38 1.50 37 2.25
1.1-18 to 2 20%   1.1-18 to 2 20%   2.16 30%   2.16 30%   2.16 30%   2.16 30%   2.16 30%   2.16 30%   2.16 30%   2.16 30%   2.16 30%   2.16 30%   2.16 to 1 30%   3.16 to 1	No. 510, 25-ft. 260 \$8.85  No. 510, 50-ft 263 4.85  No. 510, 75-ft. 265 6.15  No. 510, 100-ft. 266 7.75  No. 510, 100-ft. 266 7.75  No. 505, 25-ft. 240 8.25  No. 505, 50-ft. 243 4.00  No. 505, 75-ft. 245 5.25  No. 505, 75-ft. 245 5.25  No. 505, 100-ft. 246 6.75  VALLEY—Tin—4-in., ft., 6c: 10-in., 10c; 14-in., 14c; 20-in., 20c. Tin Valley—Painted 2 sides—14-in., 16c.  VALVES—  Standard Globe and Angle Valves—  Standard Globe and Gate Valves—  1/4 90 1/4 1.45  1/4 90 1/4 1.45  1/4 1.00 1/4 1.45  1/4 1.00 1/4 1.45  1/4 1.00 1/4 1.45  1/4 1.00 1/4 1.45  1/4 1.00 1/4 1.45  1/4 1.00 1/4 1.45  1/4 1.00 1/4 1.45  1/4 1.00 1/4 1.45  1/4 1.00 1/4 1.45  1/4 1.00 1/4 1.45  1/4 1.00 1/4 1.45  1/4 1.00 1/4 1.45  1/4 1.00 1/4 1.45  1/4 1.00 1/4 1.45  1/4 1.00 1/4 1.45  1/4 1.00 1/4 1.45  1/4 1.00 1/4 1.45  1/4 1.00 1/4 1.45
1.1-16 to 2 20%   Stove Bolt—    1.1-16 to 2 20%   Stove Bolt—    1.1-16 to 2 20%   Stove Bolt—    1.1-16 to 2 25%   Machine Screw—    1.1/2 to 12 35%   1.4 to 2.4 35%   1.4 to 2 50%   1.	No. 510, 25-ft. 260 \$8.85  No. 510, 50-ft. 263 4.85  No. 510, 75-ft. 265 6.15  No. 510, 100-ft. 268 7.75  No. 510, 100-ft. 268 7.75  No. 510, 100-ft. 268 7.75  No. 505, 25-ft. 240 3.25  No. 505, 50-ft. 243 4.00  No. 505, 75-ft. 245 5.25  No. 505, 100-ft. 246 6.75  VALLEY—Tin—4-in., ft., 6c: 10-in., 10c; 14-in., 14c; 20-in., 20c. Tin Valley—Painted 2 sides—14-in., 16c.  VALVES—  Standard Globe and Angle Valves—  14 90 14 1.45  14 90 14 1.45  15 1.25 15 1.45  16 1.50 17 1.45  17 1.50 17 1.50  18 1.45  19 1.45  19 1.45  10 1.50 17 1.50  10 1.50 17 1.50  10 1.50 17 1.50  10 1.50 17 1.50  10 1.50 17 17 1.50  10 1.50 17 17 1.50  10 1.50 17 17 1.50  10 1.50 17 17 1.50  10 1.50 17 17 1.50  10 1.50 17 17 1.50  10 1.50 17 17 17 1.50  10 1.50 17 17 17 1.50  11 1.50 17 17 17 17 17 17 17 17 17 17 17 17 17
1.1-16 to 2	No. 510, 25-ft. 260 \$8.85  No. 510, 50-ft 263 4.85  No. 510, 100-ft. 265 6.15  No. 510, 100-ft. 265 7.75  No. 510, 100-ft. 265 7.75  No. 505, 25-ft. 240 3.25  No. 505, 50-ft. 243 4.00  No. 505, 50-ft. 243 4.00  No. 505, 75-ft. 245 5.25  No. 505, 100-ft. 246 6.75  VALLEY—Tin—4-in., ft., 6c: 10-in., 10c; 14-in., 14c; 20-in., 20c. Tin Valley—Painted 2 sides—14-in., 16c.  VALVES—  Standard Globe and Angle Valves—  14 90 4 1.45  14 90 4 1.45  15 1.25 12 1.65  16 1.25 12 1.65  17 1.25 12 1.65  18 1.25 12 1.65  18 1.25 12 1.65  19 11 1.25 12 1.65  10 1.45 12 1.65  11 1.50 3 2.05  11 2.05  12 2.05  13 2.05  14 3.00  14 3.70  15 3.00  15 3.00  16 2.500
1.1-16 to 2	No. 510, 25-ft. 260 \$8.85  No. 510, 50-ft. 263 4.85  No. 510, 100-ft. 265 6.15  No. 510, 100-ft. 265 7.75  No. 510, 100-ft. 265 7.75  No. 510, 100-ft. 265 7.75  No. 505, 25-ft. 240 3.25  No. 505, 50-ft. 243 4.00  No. 505, 75-ft. 245 5.25  No. 505, 100-ft. 246 6.75  VALLEY—Tin—4-in., ft., 6c: 10-in., 10c; 14-in., 14c; 20-in., 20c. Tin Valley—Painted 2 sides—14-in., 16c.  VALVES—  Standard Globe and Angle Valves—  14 90 4 1.45  4 90 4 1.45  4 90 4 1.45  4 1.25 4 1.65  34 1.45  4 1.25 4 1.65  34 1.45  35 1 2.25  1 2.80  VISES—Solid Box—  35 1b \$12.50 65 1b 17.50 90 1b 25.00  40 1b 13.15 70 1b 18.75 95 1b 26.25  45 1b 13.75 75 1b 20.00 100 1b 27.50
1.1-16 to 2	No. 510, 25-ft. 260 \$8.85  No. 510, 50-ft 263 4.85  No. 510, 100-ft. 265 6.15  No. 510, 100-ft. 265 7.75  No. 510, 100-ft. 265 7.75  No. 505, 25-ft. 240 3.25  No. 505, 50-ft. 243 4.00  No. 505, 75-ft. 245 5.25  No. 505, 100-ft. 246 6.75  VALLEY—Tin—4-in., ft., 6c: 10-in., 10c; 14-in., 14c; 20-in., 20c. Tin Valley—Painted 2 sides—14-in., 16c.  VALVES—  Standard Globe and Angle Valves—  **Standard Globe and Angle Valves—**  **14 90 ¼ 1.45  **4 90 ¼ 1.45  **4 1.00 % 1.45  **5 1.50 % 2.05  **1 1.65  **3 1.50 % 2.05  **1 1.45  **3 1.50 % 2.05  **1 1.45  **3 1.50 % 2.05  **1 2.25 1 2.80  **1 1.45  **3 1.50 % 3.70  **1 1.45  **3 1.50 % 3.70  **1 1.45  **3 1.50 % 3.70  **1 1.45  **3 1.50 % 3.70  **1 2.25 1 2.80  **1 1.45  **3 1.50 % 3.70  **1 1.45  **3 1.50 % 3.70  **1 1.45  **3 1.50 % 3.70  **1 1.45  **3 1.50 % 3.70  **1 1.45  **3 1.50 % 3.70  **1 1.45  **3 1.50 % 3.70  **1 1.45  **3 1.50 % 3.70  **1 1.45  **3 1.50 % 3.70  **1 1.45  **3 1.50 % 3.70  **1 1.45  **3 1.50 % 3.70  **1 1.45  **3 1.50 % 3.70  **1 1.45  **3 1.50 % 3.70  **1 1.45  **3 1.50 % 3.70  **1 1.45  **3 1.45  **3 1.45  **3 1.45  **3 1.45  **3 1.45  **3 1.45  **3 1.45  **3 1.50 % 3.70  **1 1.45  **3 1.50 % 3.70  **1 1.45  **3 1.45  **3 1.50 % 3.70  **1 1.45  **3 1.45
1.1-18 to 2	No. 510, 25-ft. 260 \$8.85  No. 510, 50-ft. 263 4.85  No. 510, 100-ft. 265 6.15  No. 510, 100-ft. 265 7.75  No. 510, 100-ft. 265 7.75  No. 510, 100-ft. 265 7.75  No. 505, 25-ft. 240 3.25  No. 505, 50-ft. 243 4.00  No. 505, 75-ft. 245 5.25  No. 505, 100-ft. 246 6.75  VALLEY—Tin—4-in., ft., 6c: 10-in., 10c; 14-in., 14c; 20-in., 20c. Tin Valley—Painted 2 sides—14-in., 16c.  VALVES—  Standard Globe and Angle Valves—  14 90 4 1.45  4 90 4 1.45  4 90 4 1.45  4 1.25 4 1.65  34 1.45  4 1.25 4 1.65  34 1.45  35 1 2.25  1 2.80  VISES—Solid Box—  35 1b \$12.50 65 1b 17.50 90 1b 25.00  40 1b 13.15 70 1b 18.75 95 1b 26.25  45 1b 13.75 75 1b 20.00 100 1b 27.50
1.1-16 to 2	No. 510, 25-ft, 260 \$8.85  No. 510, 50-ft 263 4.85  No. 510, 100-ft, 265 6.15  No. 510, 100-ft, 265 7.75  No. 510, 100-ft, 266 7.75  No. 505, 25-ft, 240 3.25  No. 505, 50-ft, 243 4.00  No. 505, 50-ft, 243 4.00  No. 505, 75-ft, 245 5.25  No. 505, 100-ft, 246 6.75  VALLEY—Tin—4-in., ft., 6c: 10-in., 10c; 14-in., 14c; 20-in., 20c. Tin Valley—Painted 2 sides—14-in., 16c.  VALVES—  Standard Globe and Angle Valves—  **Standard Globe and Angle Valves—  **14 90 ¼ 1.45  **4 90 ¼ 1.45  **4 1.00 % 1.45  **4 1.50 % 1.25  **5 1.50 % 2.25  1 1.45  **4 1.50 % 3.60  1268 4.50  VISES—Solid Box—  35 1b \$12.50 65 1b 17.50 90 1b 25.00  40 1b 13.15 70 1b 18.75 95 1b 26.25  45 1b 13.75 75 1b 20.00 100 1b 27.50  55 1b 15.00 85 1b 21.90 125 1b 85.65  55 1b 15.00 85 1b 21.90 125 1b 85.65  55 1b 15.00 85 1b 21.90 125 1b 85.65  55 1b 15.00 85 1b 21.90 125 1b 85.65
1.1-16 to 2	No. 510, 25-ft. 260 \$8.85  No. 510, 50-ft. 263 4.85  No. 510, 10-ft. 265 6.15  No. 510, 10-ft. 265 7.75  No. 510, 100-ft. 266 7.75  No. 510, 100-ft. 265 7.75  No. 510, 100-ft. 265 7.75  No. 505, 25-ft. 240 3.25  No. 505, 25-ft. 243 4.00  No. 505, 50-ft. 243 4.00  No. 505, 75-ft. 245 5.25  No. 505, 100-ft. 246 6.75  VALVES—  Standard Globe and Angle Valves—  14 90 4 1.45  14 90 4 1.45  15 1.25  16 1.45  17 1.45  18 1.50  19 1.45  10 1.50  10 1.65  10
1.1-16 to 2	No. 510, 25-ft. 260 \$8.85 No. 510, 50-ft 263 4.85 No. 510, 100-ft. 265 6.15 No. 510, 100-ft. 266 7.75 No. 510, 100-ft. 266 7.75 No. 505, 25-ft. 240 3.25 No. 505, 50-ft. 243 4.00 No. 505, 75-ft. 245 5.25 No. 505, 100-ft. 246 6.75  VALLEY—Tin—4-in., ft., 6c: 10-in., 10c; 14-in., 14c; 20-in., 20c. Tin Valley—Painted 2 sides—14-in., 16c.  VALVES—  Standard Globe and Angle Valves—  Standard Globe and Gate Valves—  **Standard Globe and Gate Valves—  14 90 1/4 1.45 14 90 1/4 1.45 15 1.00 1/4 1.45 16 1.00 1/4 1.45 17 1.00 1/4 1.45 18 1.50 1/4 2.05 11 2.25 1 2.80 11/4 3.00 11/4 3.70 11/4 3.00 11/4 3.70 11/4
1.1-16 to 2	No. 510, 25-ft. 260 \$8.85  No. 510, 50-ft. 263 4.85  No. 510, 100-ft. 265 6.15  No. 510, 100-ft. 265 7.75  No. 510, 100-ft. 265 7.75  No. 510, 100-ft. 265 7.75  No. 505, 25-ft. 240 3.25  No. 505, 50-ft. 243 4.00  No. 505, 50-ft. 243 4.00  No. 505, 75-ft. 245 5.25  No. 505, 100-ft. 246 6.75  VALLEY—Tin—4-in., ft., 6c: 10-in., 10c; 14-in., 14c; 20-in., 20c. Tin Valley—Painted 2 sides—14-in., 16c.  VALVES—  Standard Globe and Angle Valves—  35 4 90 4 1.45  4 90 4 1.45  4 1.25 4 1.50  34 1.45  4 1.25 4 1.65  34 1.45  35 1 2.25 1 2.80  114 3.00 14 3.75  126 3.80  VISES—Solid Box—  35 1b \$12.50 65 1b 17.50 90 1b 25.00  40 1b 13.15 70 1b 18.75 95 1b 26.25  45 1b 18.75 75 1b 20.00 100 1b 27.50  50 1b 14.40 80 1b 21.90 125 1b 85.65  55 1b 15.00 85 1b 28.15 150 1b 48.60  60 1b 16.25  WATCHES—  Yankee \$1.85 Junior 2.75  Eclipse 2.00 Modiget 2.75  Eclipse 2.00 Modiget 2.75  Eclipse 2.00 Modigine 2
1.1-16 to 2 20%   Stove Bolt—    1.1-16 to 2 20%   Left Hnd Dbl list plus 20%   Machine Screw—  1½ to 12 35%   1½ to 12 35%   1½ to 12 55%   Machine Nut—  35%   1½ to 2 50%   3-16 to 1 30%   1½ to 2 55%   1½ to 3 55%   1½	No. 510, 25-ft. 260 \$8.85 No. 510, 50-ft 263 4.85 No. 510, 100-ft. 265 6.15 No. 510, 100-ft. 266 7.75 No. 510, 100-ft. 266 7.75 No. 505, 25-ft. 240 3.25 No. 505, 50-ft. 243 4.00 No. 505, 75-ft. 245 5.25 No. 505, 100-ft. 246 6.75  VALLEY—Tin—4-in., ft., 6c: 10-in., 10c; 14-in., 14c; 20-in., 20c. Tin Valley—Painted 2 sides—14-in., 16c.  VALVES—  Standard Globe and Angle Valves—  Standard Globe and Gate Valves—  **Standard Globe and Gate Valves—  14 90 1/4 1.45 14 90 1/4 1.45 15 1.00 1/4 1.45 16 1.00 1/4 1.45 17 1.00 1/4 1.45 18 1.50 1/4 2.05 11 2.25 1 2.80 11/4 3.00 11/4 3.70 11/4 3.00 11/4 3.70 11/4
1.1-16 to 2	No. 510, 25-ft. 260 \$8.85  No. 510, 50-ft. 263 4.85  No. 510, 100-ft. 265 6.15  No. 510, 100-ft. 266 7.75  No. 510, 100-ft. 266 7.75  No. 510, 100-ft. 266 7.75  No. 505, 25-ft. 240 3.25  No. 505, 50-ft. 243 4.00  No. 505, 50-ft. 243 4.00  No. 505, 75-ft. 245 5.25  No. 505, 100-ft. 246 6.75  VALVES—  Standard Globe and Angle Valves—  **Standard Globe and Angle Valves—  **Standard Globe and Gate Valves—  **Standard Gate Valves—  **Sta
1.1-16 to 2	No. 510, 25-ft, 260 \$8.85  No. 510, 50-ft 263 4.85  No. 510, 100-ft, 265 6.15  No. 510, 100-ft, 265 7.75  No. 510, 100-ft, 265 7.75  No. 505, 25-ft, 240 3.25  No. 505, 50-ft, 243 4.00  No. 505, 50-ft, 243 4.00  No. 505, 50-ft, 243 4.00  No. 505, 75-ft, 245 5.25  No. 505, 100-ft, 246 6.75  VALLEY—Tin—4-in, ft., 6c: 10-in, 10c; 14-in, 14c; 20-in, 20c. Tin Valley—Painted 2 sides—14-in, 16c.  VALVES—  Standard Globe and Angle Valves—  4 90 4 1.45  4 90 4 1.45  4 1.25 ½ 1.65  4 1.25 ½ 1.65  4 1.25 ½ 1.65  1 2.80  1 14 2.25 1 2.80  1 14 3.00 14 3.70  1 2 2.5 1 2.80  VISES—Solid Box— 35 lb \$12.50 65 lb 17.50 90 lb 25.00  40 lb 13.15 70 lb 18.75 95 lb 26.25  VATCHES—  Yankee \$1.35 Junior 2.75  Triumph 1.50 Midget 2.75  Triumph 1.50 Midget 2.75  Eclipse 2.00 Radiolite 2.75  Triumph 1.50 Midget 2.75  Eclipse 2.00 Radiolite 2.75  MASHERS—Cut—3-16, lb, 30c; ¼, 25c; 5-16, 20c; %6, 20c; ¼, 15c; %, 12½c; ¾, 12½c Malleable, 18c; Cast, 6c.  WASTE—No. 1 White, lb, 25c; No. 2, 20c; No. 2 Colored, 16c.
1.1-16 to 2	No. 510, 25-ft. 260 \$8.85  No. 510, 50-ft. 263 4.85  No. 510, 100-ft. 268 7.75  No. 505, 25-ft. 240 3.25  No. 505, 50-ft. 243 4.00  No. 505, 50-ft. 243 4.00  No. 505, 75-ft. 245 5.25  No. 505, 100-ft. 246 6.75  VALLEY—Tin—4-in., ft., 6c: 10-in., 10c; 14-in., 14c; 20-in., 20c. Tin Valley—Painted 2 sides—14-in., 16c.  VALVES—  Standard Globe and Angle Valves—  *****  ****  ****  ****  ***  ***
1.1-16 to 2	No. 510, 25-ft, 260 \$8.85  No. 510, 50-ft 263 4.85  No. 510, 100-ft, 265 6.15  No. 510, 100-ft, 265 7.75  No. 510, 100-ft, 265 7.75  No. 505, 25-ft, 240 3.25  No. 505, 50-ft, 243 4.00  No. 505, 50-ft, 243 4.00  No. 505, 75-ft, 245 5.25  No. 505, 100-ft, 246 6.75  VALLEY—Tin—4-in, ft., 6c: 10-in, 10c; 14-in, 14c; 20-in, 20c. Tin Valley—Painted 2 sides—14-in, 16c.  VALVES—  Standard Globe and Angle Valves—  ***
1.16 to 2	No. 510, 25-ft, 260 \$8.85  No. 510, 50-ft 263 4.85  No. 510, 75-ft, 265 6.15  No. 510, 75-ft, 265 6.15  No. 505, 25-ft, 240 3.25  No. 505, 25-ft, 240 3.25  No. 505, 50-ft, 243 4.00  No. 505, 50-ft, 243 4.00  No. 505, 75-ft, 245 5.25  No. 505, 100-ft, 246 6.75  VALLEY—Tin—4-in., ft., 6c: 10-in., 10c; 14-in., 14c; 20-in., 20c. Tin Valley—Painted 2 sides—14-in., 16c.  VALVES—  Standard Globe and Angle Valves—  **Standard Globe and Angle Valves—  **14 90 ¼ 1.45  **4 1.00 ¾ 1.45  **4 1.50 ¾ 1.45  **4 1.50 ¾ 1.65  **5 1.50 ¾ 2.05  **1 1.45 1.45  **4 1.50 ¾ 3.00  **1 1.45  **4 1.50 ¾ 3.00  **1 1.45  **4 1.50 ¾ 3.00  **1 1.45  **4 1.50 ¾ 3.70  **1 1.45  **4 1.50 ¾ 3.70  **1 1.45  **4 1.50 ¾ 3.70  **1 1.45  **4 1.50 ¾ 3.70  **1 1.45  **4 1.50 ¾ 3.70  **1 1.45  **4 1.50 ¾ 3.70  **1 1.45  **4 1.50 ¾ 3.70  **1 1.45  **4 1.50 ¾ 3.70  **1 1.45  **4 1.50 ¾ 3.70  **1 1.45  **4 1.50 ¾ 3.70  **1
1.1-16 to 2	No. 510, 25-ft, 260 \$8.85  No. 510, 50-ft 263 4.85  No. 510, 100-ft, 265 6.15  No. 510, 100-ft, 266 7.75  No. 510, 100-ft, 266 7.75  No. 505, 25-ft, 240 3.25  No. 505, 50-ft, 243 4.00  No. 505, 50-ft, 243 4.00  No. 505, 75-ft, 245 5.25  No. 505, 100-ft, 246 6.75  VALLEY—Tin—4-in., ft., 6c: 10-in., 10c; 14-in., 14c; 20-in., 20c. Tin Valley—Painted 2 sides—14-in., 16c.  VALVES—  Standard Globe and Angle Valves—  **Standard Globe and Gate Valves—  **14 90 4 1.45  **24 90 4 1.45  **34 1.00 **34 2.05  **14 1.25 **34 2.05  **14 1.25 **34 2.05  **14 2.05  **14 3.00 1*4 3.70  **15 1.25 1*2 5.00  **2 6.25 2 7.30  VISES—Solid Box—  35 1b. \$12.50 65 1b. 17.50 90 lb. 25.00  40 1b. 13.15 70 lb. 18.75 95 lb. 26.25  45 1b. 13.75 75 lb. 20.00 100 lb. 27.50  50 1b. 14.40 80 lb. 21.90 125 lb. 35.65  55 1b. 15.00 85 lb. 28.15 150 lb. 48.60  60 lb. 16.25  WATCHES—  Yankee \$1.35 Junior 2.75  Triumph 1.50 Midget 2.75  Eclipse 2.00 Radiolite 2.75  Eclipse 2.00 Radiolite 2.75  Eclipse 2.00 Radiolite 2.75  Eclipse 1.00 Radiolite 2.75  Eclipse 2.00 Radiolite 2.75  Eclipse 1.00 Radiolite 2.75  Eclipse 2.00 Radiolite 2.75  Eclipse 1.00 Radiolite 2.75  Eclipse 1.00 Radiolite 2.75  Eclipse 2.00 Radiolite 2.75  Eclip
1.16 to 2	No. 510, 25-ft. 260 \$8.85  No. 510, 50-ft. 263 4.85  No. 510, 10-ft. 265 6.15  No. 510, 10-ft. 265 7.75  No. 510, 10-ft. 265 7.75  No. 510, 10-ft. 265 7.75  No. 505, 25-ft. 240 3.25  No. 505, 25-ft. 240 3.25  No. 505, 50-ft. 243 4.00  No. 505, 50-ft. 243 4.00  No. 505, 75-ft. 245 5.25  No. 505, 100-ft. 246 6.75  VALLEY—Tin—4-in., ft., 6c: 10-in., 10c; 14-in., 14c; 20-in., 20c. Tin Valley—Painted 2 sides—14-in., 16c.  VALVES—  Standard Globe and Angle Valves—  **A

Galvanized—Nos 6 to 16, 5 to Black, 1 to 5-lb\$ .10	24-lb., lots	WRENCHES-	Agri.	Coes	P8&W
Barbed Fence-		6 in.	8 .60	\$1.35	\$1.25
Glidden Pat	Waukeganito Galv 7.70	8 in.	.75	1.75	1.50
Glidden Galv 6.70	Am. Spcl. Galv. 80 rds 4.25	10 in.	.90	2.00	1.75
Baker Pat 6.25	Glidden Galv. 80 rds. 5.65	12 in.	1.10	2.25	2.00
Baker Galv 6.95		15 in.	1.40	8.00	2.75
Bailing Wire—		18 in.	2.20	8.75	8.50
14 Ga. 100-lb. full coil.6.45 15 Ga 6.55	16 Ga 6.65	21 in.		4.50	4.25
Broken Coils—1 to 24-lb. add lb.; 50 to 100-lb. add 1 c l	b.	Crescent-	\$1.00	10 in	
Bale Ties— 9½ ft., 15 Ga.,		6 in	1.00	18 in	2.75
WOOL—Steel—1-lb. rolls—0, 85c Discount 40%.	; 1, 75c. Wheels—Grinding		1.25	24 in	
· · · · · · · · · · · · · · · · · · ·		10 in		86 in	
WHEELBARROWS-		12 in		48 in	
Ajax\$ 5.25	No. 5 Tubular 14.50	15 in Stilson & 7		Crescent Doul	
Scioto 5.75	Garden K&J No. 1 6.00			6-8	
Pan. Amer 10.50 K&G Concrete 13.50	No. 3 8.00 No. 4 8.00		\$1.10 1.25	0-10	
Sterling 13.00	No. 5 10.00				
AX Tubular 10.00	Extra Wheels—13A. 2.50	Parts for Tri	mo & Stilson 8	5% Discount.	
No. 4 Tubular 12.00	DAME WHEELS-IOA. 2.50	ZINC-Full She	ets. 40c lb. less	than Sheets, 50	c lb.

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The Stanley Works, New Britain, Ct.
BOX OPENERS
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn. BOX OPENERS

Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.

BRACKETS—Shelf
Atlas Mfg. Co., New Haven, Conn.
P. & F. Corbin, New Britain, Conn.
The Stanley Works, New Britain, Ct.

The Stanley Wolas, And BRAZIERS
Clayton & Lambert Mfg. Co., Detroit,
Michigan.
Turner Brass Works, Sycamore, Ill.
BRIDLE IRONS
Lane Bros. Co., Poughkeepsie, N. Y. Lee Broom & Duster Co., Lincoln, Neb. BUTTS
P. & F. Corbin, New Britain, Conn. The Chicago Spring Butt Co., Chicago. Shelby Spring Hinge Co., Shelby, O. Stanley Works, New Britain, Conn. CANS AND SPECIALTIES Stuber & Kuck, Peoria, Ill.
CAPS, BLASTING Giant Powder Co., San Francisco, Cal. Hercules Powder Co., Wilmington, Del. CARBORUNDUM Carborundum Co., Niagara Falla, N. Y. CASH REGISTERS
National Cash Register Co., Dayton, O. CASTERS Lee Broom & Duster Co., Lincoln, Neb.

CASTERS

CASTERS
Faultless Caster Co., Evansville, Ind.
Universal Caster & Foundry Co., Newark, N. J.
CATCHES—Transom
P. & F. Corbin, New Britain, Conn.
Shelby Spring Hinge Co., Shelby, O.

#### WHERE TO BUY-Continued

CEILING PLATES
Beaton & Corbin Mfg. Co., Southington, Conn.

CELLAR WINDOW SETS
Shelby Spring Hinge Co., Shelby, O.
Stanley Works, New Britain, Conn. CHAIN

American Chain Co., Bridgeport, Conn. Shelby Spring Hinge Co., Shelby, O.

CHAIR TIPS
Elastic Tip Co., Boston, Mass.
Henry Peabody & Co., New York,

CHEMICAL ENGINES
O. J. Childs Co., Utics, N. Y.
CHERRY SEEDERS
Enterprise Mfg. Co., Philadelphis, Pa.
CHURNS

United Royalties Corporation, New York, N. Y. CLIPPERS

H. K. Porter, Everett, Mass. CLOCKS

OCKS
New Haven Clock Co., New Haven,
Conn.
AT AND HAT HOOKS
Atlas Mfg. Co., New Haven, Conn.
Parker Wire Goods Co., Worcester, Mass

Mass.
Shelby Spring Hinge Co., Shelby, O.
CONCRETE MIXERS
Lansing Wheelbarrow Co., San Francisco, Cal.
COPPER GASKETS
Beaton & Cadwell Mfg. Co., New Britain, Conn.
CORDAGE
Columbian Rope Co. Appare N. V.

Columbian Rope Co., Auburn, N. Y. Portland Cordage Co., Portland, Ore. Samson Cordage Works, Boston, Mass. CURRY COMBS
New York Stamping Co., Brooklyn. CUTLERY

HLERY
Honeyman Hardware Co., Portland, Or.
International Silver Co., Meriden, Ot.
Ontario Knife Co., Franklinville, N. Y.
Simmons Hardware Co., St. Louis, Mo.
Salt Lake Hardware Co., Salt Lake
City, Utah.
Schwabacher Hardware Co., Seattle,
Wash.
Strawall. Polymers.

Salt Lake Hardware Co., Selt Lake
City, Utah.
Schwabacher Hardware Co., Seattle,
Wash.
Strevell-Paterson Hardware Co., Seattle,
Lake City, Utah.
Strevell-Paterson Hardware Co., Seattle,
Lake City, Utah.
Strevell-Paterson Hardware Co., Seattle,
Lake City, Utah.

CYLINDER OILS
Platt & Washburn Refining Co., New
York and San Francisco.
Tiona Oil Co., Binghamton, N. Y.
DIES
Greenfield Tap and Die Corporation,
Greenfield Tap and Die Corporation,
Greenfield Mass.
Hunt, Helm, Ferris & Co., Harvard, Ill.
Lane Bros. Co., Poughkeepsie, N. Y.
Richards-Wilcox Mfg. Co., Aurora, Ill.
Safety Door Hanger Co., Ashland, O.
Stanley Works, New Britain, Conn.
DOOR LATCHES
Lane Bros. Co., Poughkeepsie, N. Y.
DOOR LATCHES
Lane Bros. Co., Poughkeepsie, N. Y.
DOOR LATCHES
Lane Bros. Co., Poughkeepsie, N. Y.

Saltily C. Hash LIGHTS
Usona Mfg. Co., New York, N. Y.
Toledo, O., and San Francisco, Oal.
FLOOR AND CEILING PLATES
Beaton & Cadwell Mfg. Co., New Britain, Conn.
Beaton & Corbin Mfg. Co., Southington, Conn.
FLOOR SLEEVES
Beaton & Cadwell Mfg. Co., New Britain, Conn.
FLOOR SLEEVES
Beaton & Cadwell Mfg. Co., New Britain, Conn.
FLOOR SLEEVES
Beaton & Cadwell Mfg. Co., New Britain, Conn.
FLOOR SLEEVES
Beaton & Corbin Mfg. Co., New Britain, Conn.
FLOOR SLEEVES
Beaton & Cadwell Mfg. Co., New Britain, Conn.
FLOOR SLEEVES
Beaton & Cadwell Mfg. Co., New Britain, Conn.
FLOOR SLEEVES
Beaton & Corbin Mfg. Co., Southington, Conn.
FLOOR HANDERS

Beaton & Corbin Mfg. Co., Southington, Conn.
FLOOR SLEEVES
Beaton & Gorbin Mfg. Co., Southington, Conn.
FLOOR HANDERS
Beaton & Corbin Mfg. Co., Southington, Conn.
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Beaton & Corbin Mfg. Co., Southington, Conn.
FLOOR HANGERS
Beaton & Corbin Mfg. Co., New Britain, Conn.
Buckeye Aluminum Co., Con.
Enterprise Mfg. Co., Philadelph DIES
Greenfield Tap and Die Corporation,
Greenfield Mass.
DOOR HANGERS
Hunt, Helm, Ferris & Co., Harvard, Ill.
Lane Bros. Co., Poughkeepsie, N. Y.
Richards-Wilcox Mfg. Co., Aurora, Ill.
Safety Door Hanger Co., Ashland, O.
Stanley Works, New Britain, Conn.
Wagner Mfg. Co., Cedar Falls, Iowa.
DOOR LATCHES
Lane Bros. Co., Poughkeepsie, N. Y.
Russell & Erwin, New Britain, Conn.,
and San Francisco, Cal.
The Stanley Works, New Britain, Ct.
DOOR MATS
Parker Wire Goods Co., Worcester,
Mass.

Central Stamping Co., New York, N.Y.
New York Stamping Co., Brooklyn, N.Y.
Lalance & Groajean Mfg. Co., New
York, Chicago and San Francisco.
Salt Lake Hardware Co., Salt Lake
City, Utah.
Simmons Hardware Co., St. Louis, Mo.
Strevell-Paterson Herdware Co., Salt
Lake City, Utah.

GRAPHITE PAINT
Joseph Dixon Crucible Co., Jersey City,
New Jersey.

GRASS CATCHERS
Excelsior Bag & Mfg. Co., Troy, N. Y.
Philadelphia Lawn Mower Co.. Phila

ENGINES Lansing Wheelbarrow Co., San Francisco, Cal.

ESCUTCHEONS
P. & F. Corbin, New Britain, Conn.
Shelby Spring Hinge Co., Shelby, O.
FASTENERS—Casement Window
Shelby Spring Hinge Co., Shelby, O.

FAUCETS

Thos. Savill's Sons, Philadelphia, Pa Lane Bros. Co., Poughkeepsie, N. Y. FENCE

United States Steel Products Co., San Francisco, Los Angeles, Cal.; Port-land, Ore.; Seattle, Wash.

FILES Delta File Works, Philadelphia, Pa. Henry Disston & Sons, Philadelphia. Nicholson File Co., Providence, R. I. McCaffrey File Co., Philadelphia, Pa. Simonds Mfg. Co., Fitchburg, Mass.

FIRE APPARATUS
O. J. Childs Co., Utics, N. Y.

FIREARMS
Colt's Patent Firearms Co., Hartford, Conn.

FIRE POTS
Clayton & Lambert Mfg. Co., Detroit,
Michigan.

FITTINGS TTINGS
Central Foundry Co., New York.
M. L. Kline, Portland, Ore.
Rhode Island Fittings Co., Hillsgrove,
R. I.
Stanley G. Flagg & Co., Philadelphia.

FLASH LIGHTS

GRASS CATCHERS

Excelsior Bag & Mfg. Co., Troy, N. Y.
Philadelphia Lawn Mower Co., Phila
delphia, Pa.
Specialty Mfg. Co., St. Anthony Park,
Minnesota.

GRINDERS
The Carborundum Co., Niagara Falls,
New York.
HAMMERS

Vaughan & Bushnell Mfg. Co., Chicago. Ill.

Vaughan & Bushnell Mfg. Co., Chicago. III.
HANDLES
Buffum Tool Co., Louisians, Mo.
Ivory Handle Co., Hope, Ark.
HAND FIRE EXTINGUISHERS
O. J. Childs Co., Utics, N. Y.
HAND CARTS
Lansing Wheelbarrow Co., San Francisco, Cal.
HANGING SCALES
Pelouse Mfg. Co., Chicago, Illinois.
Triner Scale Co., Chicago, Illinois.
Triner Scale Co., Chicago, Ill.
HARDWARE JOBBERS
Baker & Hamilton, San Francisco, Cal.
Dunham, Carrigan & Hayden, San
Francisco, Cal.
A. M. Holter Hardware Co., Helena,
Montana.

Hammond Lumber Co., Los Angeles. Honeyman Hardware Co., Portland, Or., Jensen, King, Byrd Co., Spokane, Wn. Pacific Hardware & Steel Co., San

Francisco, Cal.
Salt Lake Hardware Co., Salt Lake
City, Utah.
Schwabacher Hardware Co., Scattle Wash.

Simmons Hardware Co., St. Louis, Mo. Strevell-Paterson Hdwe. Co., Salt Lake City, Utah. Union Hardware & Metal Co., Los An-

PANS orgs Co., Buffalo, N. Y.

Contral Stamping Co., New York, N.Y.

Mass.

DOOR PULLS

Bommer Brothers, Brooklyn, N. Y.

College & Proctor Stove Co., Peoria, Co., Barfalo, N. Y.

College & Proctor Stove Co., Peoria, Co., Buffalo, N. Y.

College & Proctor Stove Co., Peoria, Collinois, New York, N.Y.

College & Proctor Stove Co., Peoria, Collinois, New York, N.Y.

College & Proctor Stove Co., Peoria, Collinois, New York, N.Y.

College & Proctor Stove Co., Peoria, Collinois, New York, N.Y.

College & Proctor Stove Co., Peoria, Collinois, New York, N.Y.

College & Proctor Stove Co., Peoria, Collinois, New York, N.Y.

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College & Proctor Stove Co., Peoria, Collinois, New York, N.Y.

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College & Proctor Stove Co., Peoria, Collinois, New York, N.Y.

College & Proctor Stove Co., Peoria, Collinois, New York, N.Y.

College & Proctor Stove Co., Peoria, Collinois, New York, N.Y.

College & Proctor Stove Co., Peoria, Collinois, New York, N.Y.

College & Proctor Stove Co., New Stitala, Con., New York, N.Y.

College & Proctor Stove Co., New Stitala, Co., New York, N.Y.

College & Proctor Stove Co., Seathle, N.Y.

College & Proctor Stove Co., New Stitala, Co., New Yor

#### WHERE TO BUY-Continued

HORSE SHOES Phoenix Horse Shoe Co., Chicago, Ill. United States Steel Products Co., San Francisco, Los Angeles, Portland and Francisc Seattle. HOSE Boston Woven Hose & Rubber Co., Boston, Mass.
Goodyear Rubber Co., San Francisco. HOSE COUPLING
Stuber & Kuck, Peoria, Ill. HOSE MENDERS
Stuber & Kuck, Peoria, III.
HOSE REELS
Specialty Mfg. Co., St. Anthony Park, Specialty Mfg. Co., St. Anthony Park, Minnesota.

HOUSEHOLD GOODS

Aluminum Cooking Utensil Co., New Kensington, Pa.; San Francisco, Cal., and Portland, Ore.

Baker & Hamilton, San Francisco, Cal. Central Stamping Co., New York, N. Y. Corning Glass Works, Corning, N. Y. Dunham, Carrigan & Haydenn, San Francisco, Cal.

Jensen, King, Byrd Co., Spokane, Wn. Lalance & Grosjean Mfg. Co., New York, Chicago and San Francisco.

Landers, Franty & Clark, New Britain, Connecticut. Landers, Frary & Clark, New Britain,
Connecticut.
Fred J. Meyers Mfg. Co., Hamilton, O.
New York Stamping Co., Brooklyn, N.Y.
Nu-Sink Co., Los Angeles and San
Francisco, Cal.
Ontario Knife Co., Franklinville, N.Y.
Orona Mfg. Co., Boston, Mass.
Pacific Hardware & Steel Co., San
Francisco, Cal.
Schlichter Mfg. Co., Hamilton, Ohio.
Strevell-Paterson Hardware Co., Salt
Lake City, Utah.
United Royalties Corporation, New
York, N.Y.
Wheeling Corrugating Co., Wheeling,
W. Va. W. Va. Whiton Hardware Co., Seattle, Wash. E CREAM FREEZERS North Bros. Mfg. Co., Philadelphia. ICE SCALES Pelouse Mig. Co., Chicago, Ill.
Triner Scale Co., Chicago, Ill.
INCUBATORS
M. M. Johnson Co., Clay Cant INCUBATORS
M. M. Johnson Co., Clay Center, Neb.
M. M. Johnson Co., Clay Center, Neb.
INTERIOR METAL DECORATIONS
Wheeling Corrugating Co., Wheeling,
W. Va.
IRON AND STEEL
Pacific Hardware & Steel Co., San
Francisco, Cal.
Salt Lake Hardware Co., Salt Lake
City, Utah.
Schwabacher Hardware Co., Seattle,
Wash. Schwadzener
Wash.
Strevell - Paterson Hardware Co., Salt
Lake City, Utah.
Thomson-Diggs Co., Sacramento, Cal.
United States Steel Products So., San
Francisco, Los Angeles, Portland and Seatue.
Wheeling Corrugating Co., Wheeling,
W. Va.
Whiton Hardware Co., Seattle, Wash.
JACKS—Carriage, Truck
Lane Bros. Co., Poughkeepsie, N. Y.
JOIST HANGERS
Lane Bros. Co. Poughkeepsie, N. Y. Lane Bros. Co., Poughkeepsie, N. Y.
KICK PLATES
Bommer Bros. Co., Brooklyn, N. Y.
Shelby Spring Hinge Co., Shelby, O.
KNIVES KNIVES
Ontario Knife Co., Franklinville, N. Y.
KNOBS—Door
P. & F. Corbin, New Britain, Conn.
Shelby Spring Hinge Co., Shelby, O.
LAVATORY SPRING HINGES
Onicago Spring Butt Co., Chicago, Ill.
LAWN MOWERS
Pacific Harden & Stank

LENS NAIL SETS Osgood Lens & Supply Co., Chicago. LEVELS James Swan Co., Seymour, Conn. NAILS, STAPLES, SPIKES
American Steel & Wire Co., Chicago,
Ill.; San Francisco and Los Angeles,
Cal.; Portland, Ore., and Seattle, Bridgeport Hardware Mfg. Corp., Bridgeport, Conn. Goodell-Pratt Co., Greenfield, Mass. Henry Disston & Sons, Philadelphia. Stanley Rule & Level Co., New Britain, Conn. Washington. OIL STONES
The Carborundum Co., Niagara Falls,
New York.
OIL STOVES LINOLEUM Armstrong Cork Co., Lancaster, Pa. LOCKS OCKS
P. & F. Corbin, New Britain, Conn.
Corbin Cabinet Lock Co., New Britain, Conn.
Shelby Spring Hinge Co., Shelby, O.
Taylor & Boggis, Cleveland, O.
ALLEABLD FITTINGS
Stanley G. Flagg & Co., Philadelphia.
Penn. Ringen Stove Co., St. Louis, Mo. PAINTS The Brininstool Co., Los Angeles, Cal. Wm. Conners Paint Mfg. Co., Troy, N. Y. Joseph Dixon Crucible Co., Jersey City, Montauk, Paint Mfg. Co., Brooklyn. Pacific Hardware & Steel Co., San Penn.

ANUFACTURERS' AGENTS
Bailey & Drake Co., San Francisco.
A. H. Coates Co., San Francisco, Cal.
George E. Dalton, Los Angeles, Cal.
W. D. Caldwell, San Francisco.
E. C. Coffin & Co., Salt Lake, Utah.
Horace Allen, San Francisco.
S. V. Armstrong, San Francisco.
Phil Bekeart Co., San Francisco.
W. F. Boardman & Co., San Francisco.
cisco, Cal. Pacific Hardware cisco, Cal. Simmons Hardware Co., St. Louis, Mo.
Salt Lake Hardware Co., Salt Lake
City, Utah.
Strevell-Paterson Hardware Co., Salt
Lake City, Utah.
A. Wilhelm Co., Reading, Pa.
PAINT BRUSHES E. C. Coffin & Co., San Francisco.
S. V. Armstrong, San Francisco.
W. F. Boardman & Co., San Francisco.
Omer Cox, San Francisco.
Omer Cox, San Francisco.
Comer Cox, San Francisco.
Comer Cox, San Francisco.
Comer Cox, San Francisco.
Ewing-Lewis Oo., San Francisco.
Ewing-Lewis Oo., San Francisco.
C. W. Gause Co., San Francisco.
C. W. Gause Co., San Francisco.
W. H. Gilbert, San Francisco and Los Angeles.
R. B. Hanna, Los Angeles.
Ilaven & Haven, San Francisco.
M. H. Gilbert, San Francisco.
M. H. Heppner & Co., Portland.
Wm. P. Horn Co., San Francisco.
M. Howard, San Francisco.
M. Howard, San Francisco.
M. Howard, San Francisco.
C. N. & F. W. Jones, 708 Equitable Savings Bank Bldg., Los Angeles.
C. N. & F. W. Jones, 708 Equitable Savings Bank Bldg., Los Angeles.
C. A. Keithley, San Francisco.
D. J. T. McDevitt, San Francisco.
A. Maydwell & Oo., San Francisco.
A. Maydwell & Oo., San Francisco.
C. D. McLean Co., Seattle.
Osgood & Howell, San Francisco.
A. Rannie, San Francisco.
C. S. Rhea, Berkeley, Cal.
Jno. T. Rowntree, San Francisco.
O. S. Rhea, Berkeley, Cal.
Jno. T. Rowntree, San Francisco.
O. S. Rhea, Berkeley, Cal.
Jno. T. Rowntree, San Francisco.
O. S. Rhea, Berkeley, Cal.
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Jno. T. Rowntree, San Francisco.
O. S. Rhea, Berkeley, Cal.
Jno. T. Rowntree, San Francisco.
O. Rowntree & Wishon, San A. Rannie, San Francisco.
O. S. Rhea, Berkeley, Cal.
Jno. T. Rowntree, San Francisco, Portland, Or., Los Angeles, Denver, Colo.
Rowntree & Wishon, San Francisco.
A. C. Rulofson, San Francisco and Los
Angeles.
C. P. Rust & Co., San Francisco, Cal.
O. H. Smith & Bro., Los Angeles.
T. H. Speddy, San Francisco.
C. H. Stanyan, San Francisco.
J. A. Tuthill, Los Angeles, Cal.
S. F. Wilbur Co., San Francisco.
J. A. Tuthill, Los Angeles, Cal.
S. G. Wilson, Los Angeles, Cal.
S. Fred P. Winehester, Ban Francisco.
Wright & Lacey, San Francisco.
MAYONNAISE MIXERS
United Royalties Corporation, New York, N. Y.
MECHANICS' TOOLS
Buffum Tool Co., Louisiana, Mo.
The Keystone Mfg. Co., Buffalo, N. Y.
The James Swan Co., Seymour, Conn.
METAL CEILINGS
Wheeling Corrugating Co., Wheeling, W. Va.
METAL LATH
Wheeling Corrugating Co., Wheeling, W. Va.
METAL CHINGLES

METAL LATH
Wheeling Corrugating Co., Wheeling, W. Va.
METAL CHINGLES

METAL CHINGLES

Stanley Rule & Level Co., New Britain, Conn.
PICTUAL CHINGLES

Stanley Rule & Level Co., New Britain, Conn. Unicago Spring Butt Co., Chicago, III.

AWN MOWERS

Pacific Hardware & Steel Co., San
Francisco, Cal.

Philadelphia Lawn Mower Co., Philadelphia, Pa.

Pennsylvania Lawn Mower Co., Pailadelphia, Pa.

LAWN SPRINKLERS

Buffum Tool Co., Louisiana, Mo.
Enterprise Mfg. Co. of Pa., Philadelphia, Pa.

Stuber & Kuck, Peoria, III.
Thompson Mfg. Co., Los Angeles, Cal.

Will's Sprinkler Co., Los Angeles, Cal.

LAWN SWEEPERS

Philadelphia Lawn Mower Co., Philadelphia, Pa.

MILTS—Coffee, Spice, Corn
Lane Bros. Co., Poughkeepsie, N. Y.

MITRE BOXES
H. C. Marsh Co., Rockford, III.
MITRE MACHINES
Bush Motor Co., Chicago, III.

NAIL CLIPS

Wheeling Corrugating Co., Wheeling, Conn.

W. Va.

Weeling Corrugating Co., Wheeling, Conn.

W. Va.

METAL SHINGLES

Stanley Rule & Level Co., New Britain, Conn.

PLATES—Kick
Bommer Bros., Brooklyn, N. Y.

PLUMBING SPECIALTIES

Authority Tool Co., Bridgeport, Ct.

Buffum Tool Co., Buffum Tool Co., Buffum Tool Co., Buffum Tool Co., Waitham, Mass.

Clayton & Lawner, M. Y.

Bush Motor Co., Chicago, III.

NAIL CLIPS

Wheeling Corrugating Co., Wheeling, W. Va.

WETAL SHINGLES

Stanley Rule & Level Co., New Britain, Conn.

Conn.

PLATES—Kick

Bommer Bros., Brooklyn, N. Y.

PLUMBING SPECIALTIES

Authority Tool Co., Buffum Tool Co., Detroit, Michigan.

Orescent Tool Co., Jamestown, N. Y.

Excelsior Bag & Mfc. Co., Troy, N. Y.

Hays Mfg. Co., Co., Rockford, III.

Thompson Mfg. Co., Co., Rockford, III.

NAIL CLIPS

Weeling Corrugating Co., Wheeling, W. Va.

Weeling Corrugating Co., Wheeling, W. Va.

METAL SHINGLES

Stanley Rule & Level Co., New Britain, Conn.

Conn.

PLATES—Kick

Bommer Bros., Brooklyn, N. Y.

PLUMBING SPECIALTIES

Bush Motor Co., Bridgeport, Ct.

Buffum Tool Co., Buffum Tool Co.

#### WHERE TO BUY-Continued

M. L. Kline, Portland, Ore.
H. P. Martin & Sons, Owensboro, Ky.
Nye Tool & Machine Works, Chicago.
Rhode Island Fittings Co., Hillsgrove,
Rhode Island.
Thos. Savill's Sons, Philadelphia, Pa.
Trimont Mfg. Co., Roxbury, Mass.
Turner Brass Works, Syracuse, Ill.
POCKET COMPASSES
Schuette Recording Compass Co.,
Manitowoc, Wis.
PRUNING HOOKS
Henry Disston & Sons, Philadelphia.
PULLEYS
Russell & Erwin, New Britain, Conn.,
and San Francisco, Cal.
P. & F. Corbin, New Britain, Conn.
PUMP VALVES AND PLUNGERS
Berger Bros. Co., Philadelphia, Pa.
PUMPS

PUMPS

MPS
Goalds Mfg. Co., Seneca Palls, N. Y.
Groetken Fump Co.
Lansing Wheelbarrow Co., San Francisco, Cal.
Pacific Hardware & Steel Co., San
Francisco, Cal.
Woodin & Little, San Francisco, Cal.
Woodin & Little, San Francisco, Cal.
NCTURE CURE
AND TOOLS
Chicago Flexible Shaft Co., Chicago.
SHEETS—Black and Galvanized
Wheeling Corrupating Co., Wheeling,
W. Va.
SHOTGUN SHELLS
Peters Cartridge Co., San Francisco
and Cincinnati, O.
SKILLETS
New York Stamping Co.

PUNCTURE CURE
Alcemo Mfg. Co., Newark, N. J.
PUSH PLATES

PUSH PLATES
Bommer Bros., Brooklyn, N. Y.
P. & F. Corbin, New Britain, Conn.
RADIATOR VALVES--Key and Wood
Beston & Cadwell Mfg. Co., New Britain, Coan.
RAILWAY CAR MOVERS
G. D. Rowell & Son, Appleton, Wis.
RANGES
Jean Control

Jas. Graham Míg. Co., San Francisco, California. Ringen Stove Co., St. Louis, Me., San Francisco, Cal. RAZORS

RAZORS

Baker & Hamilton, San Francisco, Cal.
Simmons Hdw. Co., St. Louis, Mo.

RAZOR HONES
The Carborundum Co., Niagars Falls,
New York.

REAMERS
Granding To.

Greenfield Tap and Die Corporation, Greenfield, Mass. REFRIGERATORS Baldwin Refrigerator Co., Burlington,

Vermont.
Maine Mig. Co., Nashua, N. H.
Simmons Hdw. Co., St. Louis, Mo.

RIVETS

ELVETS

Edwin B. Stimpson Co., Brooklyn, N.Y.

RIVETING MACHINES

F. H. Smith Mig. Co., Chicago, Ill.

Wheeling Corrugating Co., Wheeling,

W. Va.

ROASTERS

Central Stamping Co., Brooklyn, N. Y. ROOFING

Hammond Lumber Co., Los Angeles.
Pioneer Paper Co., Los Angeles and
San Francisco, Cal.
ROOFING CEMENT
Wm. Conners Paint Mfg. Co., Troy,
New York.

ROPÉ Columbian Rope Co., Auburn, N. Y. Portland Cordage Co., Portland and Seattle. RULES

RULES
Lufkin Rule Co., Saginsw, Mich.
Stanley Rule & Level Co., New Britain, Conn.
RRUST PROOF
Parker Rust Proof Co., Los Angeles.
SADDLERY HARDWARE
Hardware Specialties Mfg. Co., Wabash, Ind.
SASH CORD.

Samson Cordage Works. Boston, Mass. SAWS

WS
Henry Disston & Sons, Philadelphia.
Goodell-Pratt Co., Greenfield, Mass.
Simmons Hdw. Co., St. Louis, Mo.
Simonds Mfg. Co., Fitchburg, Mass.,
San Francisco and Portland, Ore.
L. S. Starrett Co., Athol, Mass.
Thomson-Diggs Co., Sacramento, Cal.
At Fig.

SCALES Pelouxe Mfg. Co., Chicago, Ill. Triner Scale & Mfg. Co., Chicago. SCREW CASES American Bolt & Screw Case Co., Day-

ton. O.
SCREW DRIVERS
Buffum Tool Co., Louisiana, Mo.
Bridgeport Hardware Mfg. Corp.,
Bridgeport, Conn.

Henry Disaton & Sons, Philadelphia. Goodell-Pratt Co., Greenfield, Mass. North Bros., Philadelphia, Pa. The James Swan Co., Seymour, Conn. Stanley Rule & Level Co., New Brit-ain, Conn. Philadelphia. TAPES field, Mass. Lufk

SCREEN DOOR SETS
Bommer Bros., Brooklyn, N. Y.
Chicago Spring Butt Co., Chicago, Ill.
Stanley Works, New Britain, Conn. SEEDS

Aggeler & Musser, Los Angeles, Cal. SHARPENING MACHINE
Hyfield Mfg. Co., New York, N. Y.

SHAVING BRUSHES

Rubberset Co., Newark, N. J. SHEEP SHEARING MACHINES AND TOOLS

SKILLETS
New York Stamping Co., Brooklyn.
Wheeling Corrugating Co., Wheeling,
W. Va.
SLIDING CASTERS
Domes of Silence Co., New York, N. Y.
Onward Mfg. Co., Menasha, Wis.
SLIDING DOOR LATCHES
Lane Bros. Co., Poughkeepsie, N. Y.
Richards-Wilcox Mfg. Co., Aurora, Ill.
SNAPS

NNAPS

Covert Mfg. Co., Troy, N. Y. SOLDER

Wheeling Corrugating Co., Wheeling,

SPARK PLUGS
Eclipse Mfg. Co., Indianapolis, Ind.
SPORTING GOODS
Colt's Patent Firearms Co., Hartford,

Colt's Patent Firearms Co., Hartford, Conn.

Du Pont Powder Co., Wilmington, Del. Honeyman Hardware Co., Portland, Or. Jensen, King, Byrd Co., Spokane, Wn. Peters Cartridge Co., Cincinnati, O. Remington Arms U. M. O. Co., New York, N. Y.

Strevell-Paterson Hardware Co., Salt Lake City, Utah.

Whiton Hardware Co., Seattle, Wash. SPRING LEAF SPREADER Spring Leaf Lubricator Co., Ann Arbor, Mich.

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STAMPED STEEL HARDWARE Shelby Spring Hinge Co., Shelby, O. STAPLES—Wire McKinney Mfg. Co., Pittsburgh, Pa. STEAK AND FISH PLANKS
Lansing-Company, San Francisco, Cal. STEEL FENCE POSTS

American Steel & Wire Co., Chicago, Ill.; San Francisco and Los Angeles, Cal.; Portland, Ore., and Seattle, STOCKS AND DIES

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Hess' Snyder Mfg. Co., Massilion, O.
Jas. Graham Mfg. Co., San Francisco.
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Ringen Stove Co., St. Louis, Mo., San
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Francisco, Cal.
Spokane Stove Repair Works, Spokane, Washington, STOVE PIPE CRIMPER

Lane Bros. Co., Poughkeepsie, N. Y.
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Wm. B. Scaife & Sons, Pittsburgh, Pa.
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L. S. Starrett Co., Athol, Mass.
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Olayton & Lambert Mfg. Co., Detroit,
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TROLLEYS—Overhead
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Universal Caster & Foundry Co., Newark, N.

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Chicago Tubing & Braiding Co.
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Cal.; Portland, Ore., and Seattle,
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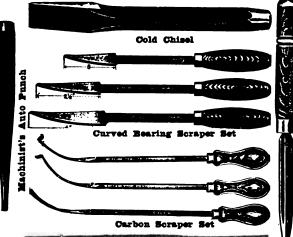
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LOUISIANA, MO.

"High Grade Tools for High Grade Workmen"

"Swastika" Trade Mark Registered U. S. Patent Office







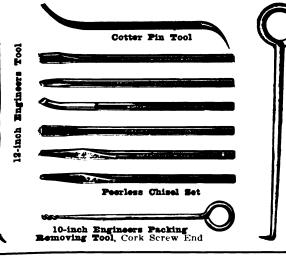
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San Francisco, California





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For those who place quality above price.

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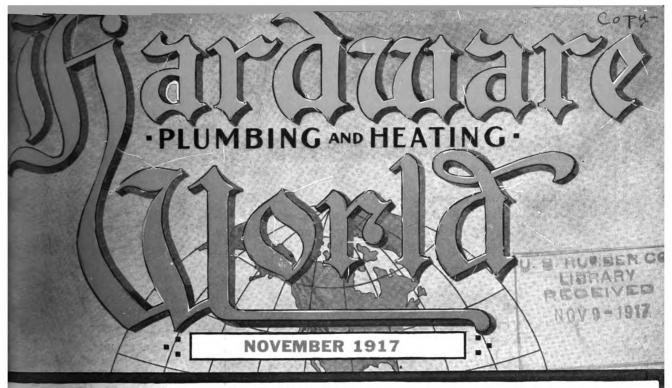
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A 6-ply hose of remarkable value which meets popular demand.

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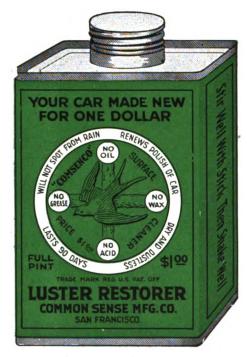
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For the third time your "Common Sense" polish has worked wonders on my Packard Twin Six. This car has run over fifteen thousand miles during a period of one and one-half years, and the original paint now again looks in fine condition.

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Gentlemen:—

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After driving it some eight thousand five hundred miles, with absolutely no attention paid to the finish, we naturally thought she was a fit subject for the paint shop and had, as a matter of fact, already called in a painter regarding same.

Your good selves with your good system saved the day and incidentally saved us the cost of a coat of varnish.

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we process upon able occasion.

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EUGENE SCHULER CO.

H. H. Stanley,

Mgr.

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So building up the sale of fine mechanical tools is in part a matter of choosing tools of known and dependable accuracy. Starrett Tools stay sold, and help to sell others.

We know these facts are not new, but they are vital when you are choosing the line to sell.

Ask for Catalog No. 21BF.

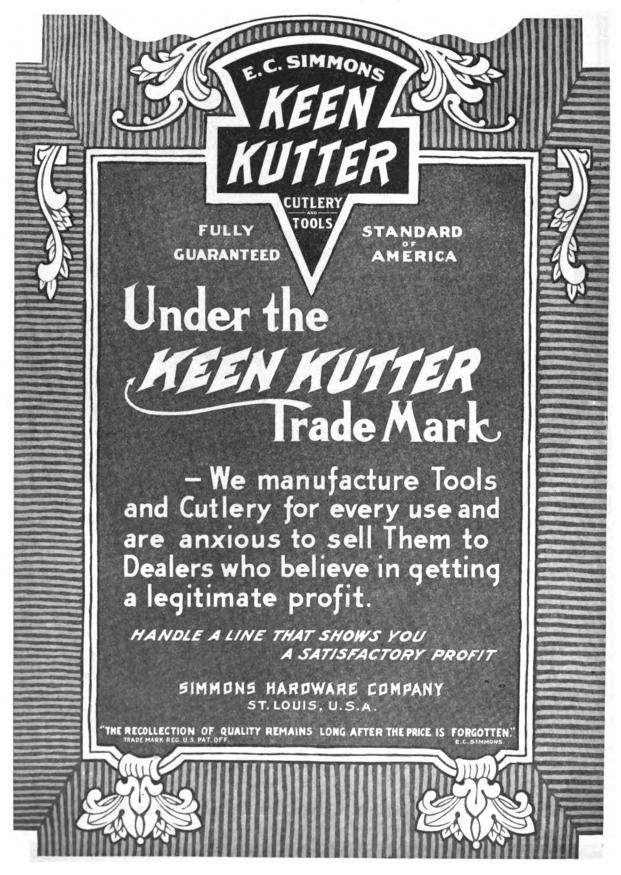


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The World's Greatest Toolmakers









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#### One Piece—Porcelain Lined

Are growing in popularity rapidly as shown by our constantly increasing sales.

They have rounded corners—even the front inside corners are rounded—a feature women are insisting on.

They are made in standard sizes. No slow sellers among them.

This insures the dealer a sure, quick turnover.

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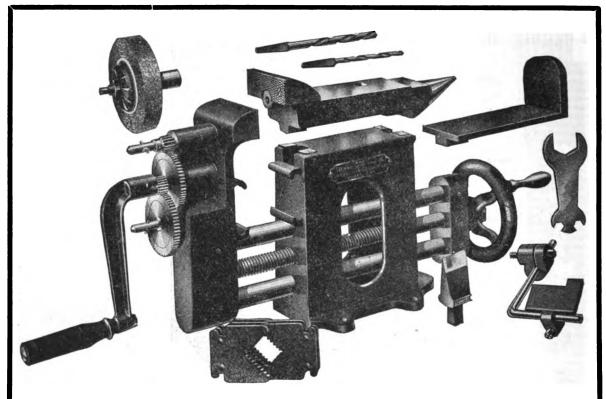
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THE GREAT SIX-IN-ONE TOOL THAT PLEASES THE USER EVERY TIME IS THE

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A good, sturdy anvil.

A steel-faced vise opening up to  $4\frac{1}{2}$  inches.

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A substantial corundum grinding wheel.

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Complete outfit boxed weighs 90 pounds.

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D-218

Edwin B. Stimpson Company

New Style Leggin Spring











Edwin B. Stimpson Company





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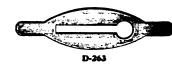


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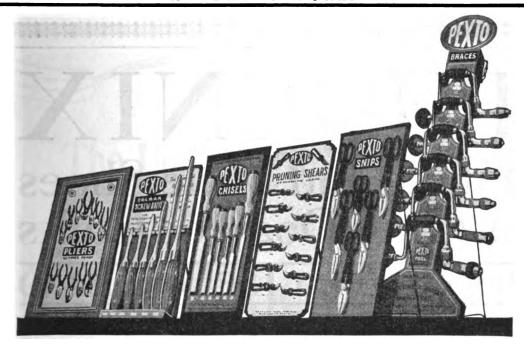


Special Spring



STIMPSON-EYELETS





## In Union There is Strength

Teamwork in selling brings results. This husky bunch of silent, but active, salesmen will do business for you "by the wholesale." They're used to doing big things when you got them working together.

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And while each one is selling its particular specialty, all together they are selling PEXTO. Their Pexto goodness helps them sell themselves, and this continuous performance is the thing about the Pexto proposition that will put the profits in your cash drawer.

If you have one or two of these Pexto Displays working for you, you will more than double up sales by having the others on the job. If you have not tried this Pexto plan, write your jobber for prices. For business sake, do this today.

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Manufacturers of a Complete Line of High Grade

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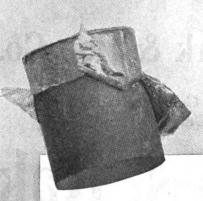
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When ordering, see that you get the Carborundum Razor Paste Display Rack. A mighty strateve metal display Rack. A mighty strateve metal display theory and in five colors, showing "Pete" at his best.

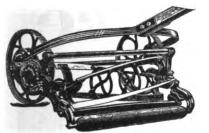
The Carborundum Company
Niagara Falls, N. Y.



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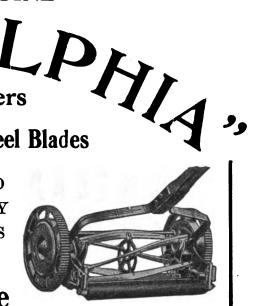
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Style "A" and "Graham"—All-steel anadium Crucible Steel Blades Practically Indestructible

THEY STAND IN A CLASS BY THEMSELVES THEY ARE

#### **Distinctive**



Style "K"-5 Blades Plain or Roller Bearings

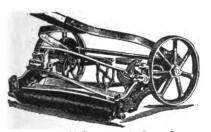
Every part and detail in manufacture receives discriminating care and attention in assembling, by skilled workmen, and thoroughly tested. This has been our policy for nearly a half century. These standards, strictly observed, make the "Philadelphia" the sturdiest lawn mowers in the world.

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To meet every requirement

#### Another "PHILADELPHIA" Improvement

Roller Bearings are superior to old-fashioned ball bearings, which have only a pin point contact, wearing groove in cone, throwing cylinder out of alignment.

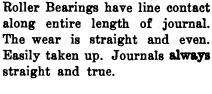


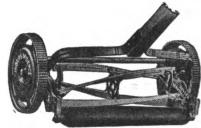
Style "E" Removable Box Caps Vanadium Crucible Steel Blades



Showing case and cage of roller bearings made of casehardened steel

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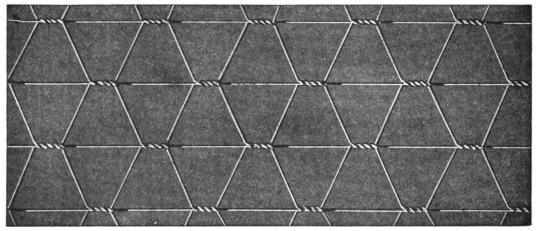
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HAVEN & HAVEN, 508 Mission Street, San Francisco, California, San Francisco Selling Agents

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#### Is a Fence and Not a Netting

The horizontal wires in the Ideal Fence make it possible to stretch it perfectly, and FEWER POSTS ARE NEEDED and NO TOP OR BOTTOM RAIL. Posts may be set a rod apart, and if the fence is well stretched it will be strong and effective.

Hexagon mesh poultry netting is good and has many uses, but it cannot be stretched without pulling together in the middle, hence top and bottom rails are necessary and the posts must be close together.

Like all fences the heavier the wire the longer it will last, so we recommend the heavier styles; but for many purposes, like protecting a young orchard or vineyard where a cheap fence is good enough, the No. 20 will do the work effectively and is less expensive when erected than any other fence or netting with the same size of mesh.

For permanent poultry yards the heavier styles are better and cheaper, life of fence considered.

In all weights and styles the horizontal wires are two inches apart. The size of mesh is governed by the spacing of the mesh wires. Every style has a cabled selvage both top and bottom.

## AMERICAN STEEL & WIRE COMPANY United States Steel Products Company

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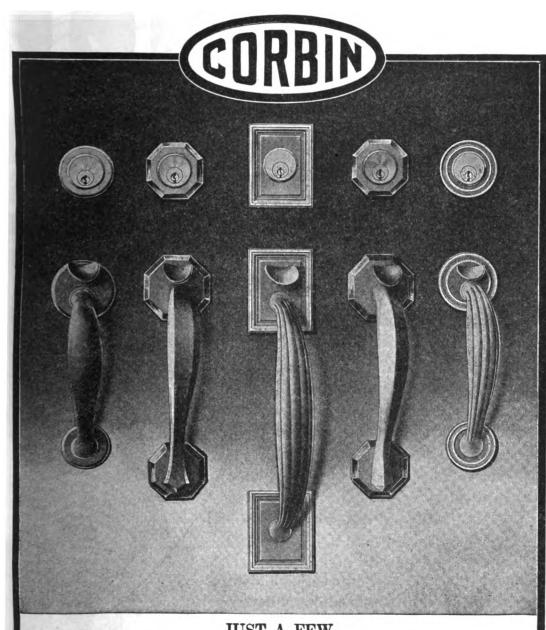
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Seattle

Awarded the Grand Prize at the Panama-Pacific Exposition.

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#### JUST A FEW

Out of a large assortment of door handles to be used with high-grade locks for entrance doors. They are right in line with modern ideas, and sure to please. The most popular trim for residence work. Folder K-82 shows the entire assortment. Sold by the best hardware dealers.

#### P. & F. CORBIN

The American Hardware Corporation Successor NEW BRITAIN, CONN., U. S. A.

NEW YORK

CHICAGO

PHILADELPHIA

# GOODELL PRATT 1500 GOOD TOOLS

It Takes the Right Tools to Make the Work Right

The men you sell tools to, must turn out work that is right or else they will lose their jobs. They cannot do the right kind of work without the right kind of tools. The right kind of tools means not only tools that are good, but also tools that are suited for the work to be done.

In our big red catalog, you will find good tools for all kinds of jobs. More than 1500 of them. Tools for Carpenters, Machinists, Repairmen, Motorists, Amateurs, Electricians, Jewelers, Butchers, Blacksmiths, Plumbers, Glaziers, as well as many good tools for household use.

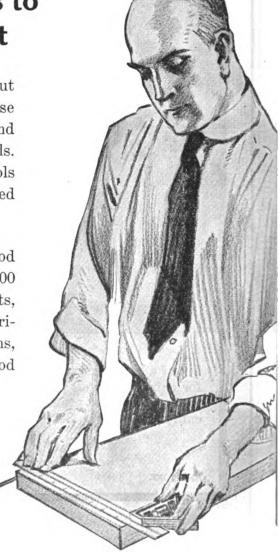
#### Goodell-Pratt Company



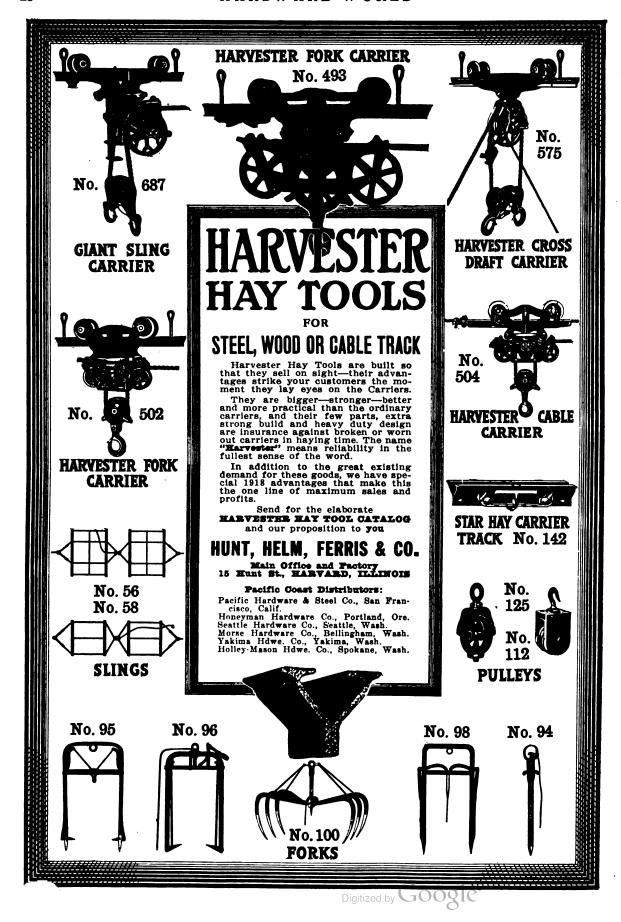
Toolsmiths

Greenfield, Mass. U. S. A.









## Sell the stumping powders that do better work

#### Farmers say:

#### Used Tons

"I used about eleven tons of your Giant Stumping and Eureka Stumping Powder last year. The stumps re-moved were from eighteen inches to five feet in diameter and we had the very best of satisfaction with both grades of stumping powder we purchased from you.

H. F. SAMUELS, Spokane, Wash.

#### Requires No Thawing

"I can strongly recommend your Giant Eureka Stumping Powder, as I have had better results from it than from any other powder I have used. It has no sickening fumes and requires no A. E. ADKINS, Woodbury, Ore. thawing."

#### Wide Breaking Powder

"Eureka Stumping Powder has a wide breaking power and less fumes and gases to contend with after being exploded than any other powder.
G. L. Metzger,
Hillsdale, Ore.

#### Wants to Get Rid of Other Brand

"I bought five boxes of Eureka Stumping Powder and now I want to sell a lot of other powder that I have. The other powder makes me terribly sick when I try to use it, while Eureka does not give me the least sign of sickness or headache."

RUDOLPH STADELI, Russellville, Ore.

#### Best He Has Used

"Eureka shoots the roots and spreads wide in the ground instead of going down. It is the best powder we have used."

G. S. MCCARTNEY, Russellville, Ore.

#### Used All; Prefers Eureka

"I have used practically every powder on the market and I find there is more strength in Eureka than in any other."

J. L. EIDSON, Silverton, Ore. Thousands of farmers in every Pacific Coast State use Giant Farm Powders exclusively. Many of them have tried other makes but have found that the Giant brands give them better results at lower cost. Read the letters from some of these farmers and you will see why merchants who sell Giant Farm Powders are selling them in larger volume every season.

Your trade will prefer



because they are made in the West especially to suit Western conditions. They are the only genuine "giant powders." They are made in two brands, Eureka Stumping, a money-saving, lowfreezing explosive, and Giant Stumping, the pioneer western farm powder. They are the product of the oldest manufacturer of high explosives in the United States.

If you want more profit

from your business in explosives, we will help you to get it. We will supply you with valuable books on stump blasting, tree planting, subsoiling and ditch blast-

ing, to give to your trade. We will send you the names of farmers who write us as a result of our extensive advertising in 18 farm papers and many large newspapers reaching 590,000 farmers each issue. We will furnish free fence signs, store signs, newspaper electrotypes, etc.

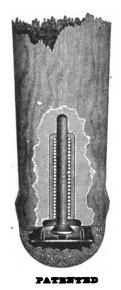
Our book, "Helping the Retailer Sell Giant Farm Powder," tells how we co-operate with the hardware trade. You will find it well Mail this worth sending for. Write to-day. The coupon now coupon will bring it quickly.

The Giant Powder Co., Con., 227 First National Bank B	San Francisco
Send your book, "Helping the Retailer Sell Giant Powders."	
Firm Name	
Address	
Buyer's Name	



## The New Boston Rubber Chair Tip

## Sprin GriP



THE RUBBER TIP AND ITS PARTS



BRASS WAIL



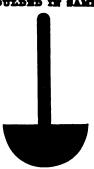






COMPLETE TIP ASSEMBLED



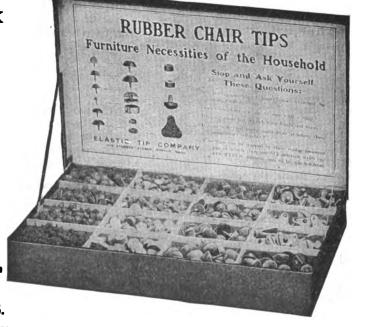


BEEFE FOR CATALOG

Assortment Box of Rubber Chair Tips for **Furniture** 

THE ELASTIC TIP CO.

370 Atlantic Avenue **BOSTON** MASS.





## **Up-to-date System for Retail Stores**

## Electrically Operated National Cash Register

Great labor-saving machine for retail merchants.

It does 15 things in three seconds.

It does quickly what clerks can't do.

Tells which clerk sells the most goods.

Advertises your goods direct to your customers.

## The New N. C. R. Credit File

Cuts out all bookkeeping of customers' accounts.

No customers' ledger, blotter or daybook.

Every customer's account balanced to the minute.

Complete record with one writing. Saves time and work for clerks.

Customers like it; it saves their time.

Prosperity is increasing. Freight congestion is growing greater. Hence don't delay.

Order now and get the profits which our system will make for you.

It more than pays for itself out of the money it saves. Sold on small monthly payments.

Old cash registers repaired, bought, sold, rebuilt and taken in exchange for new registers.



#### Adapted to retail stores of all kinds, from the smallest to the largest

To Dept.137-A, National Cash Register Co., Dayton, Ohio

Please send me full particulars of your latest model cash register and the new N. C. R. credit file.

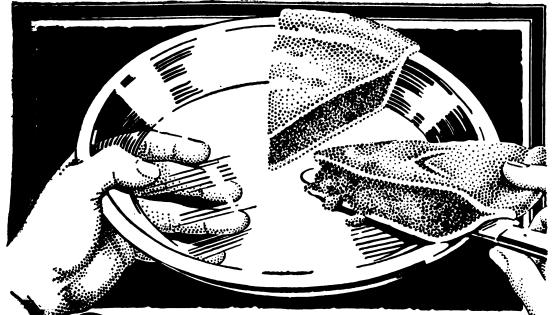
Get the benefit of these prosperous times

Name	
Business	
Address	

Cut out this coupon and mail it today

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## The PYREX Pie Plate

is the ideal dish to sell the housewife to convince her of the labor, time and food-saving advantages of a Pyrexed kitchen.

Every woman will eventually buy Pyrex—her inborn desire for a baking ware that is durable and always new, makes her want Pyrex.

## **PYREX**

## Transparent OVEN-WARE

Has the name on every piece

Should be well displayed, for it combines a baking and table-serving ware.



#### For Holiday Gifts

#### PYREX GIFT SETS

attractively boxed—render it easy to sell a number of pieces to one customer. Made in plain and engraved ware.

A complete stock, well displayed will add to your holiday profits.

Pyrex Sales Division, CORNING GLASS WORKS
128 Tioga Avenue, Corning, N. Y., U. S. A.

## Genuine "Empire" Spiders



Cost no more than Imitation or Inferior Articles.

BUT they BUILD UPYOUR TRADE and SATISFY YOUR CUSTO-MERS.

Insist on the

# Genuine "Empire"

If You Want Ware of Uniform and Highest Quality.

Examine Samples of this Ware and Prove it for Yourselves.

SOLD by ALL FIRST CLASS JOBBERS THROUHOUT the WEST ORDER THROUGH THEM

WM. P. HORN CO., PACIFIC COAST REPRESENTATIVES
LOS ANGELES RIALTO BUILDING, SAN FRANCISCO, CAL. PORTLAND

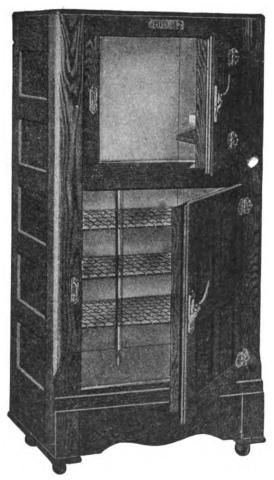
NEW YORK STAMPING COMPANY BROOKLYN, NEW YORK



If you haven't the "Enterprise" Catalog, write for a copy. Circulars of "Enterprise" Specialties, imprinted with your name and address, supplied on request

The Enterprise Mfg. Co. of Pa. :: Philadelphia, U. S. A.

# BALDWIN Dry-Air



"The Box with the Steady Cold Wave"

## Refrigerator

## **150 Handsome Styles**

ASH, OAK, SOFTWOOD CASES; OPALITE GLASS, VITRIFIED POR-CELAIN, AND METAL LINED

### "The Cold, Clean Kind"

Baldwin's do better work with less ice than any other refrigerator made. They keep food preserved in the best possible manner, because of their positive one way current of absolutely pure, cold, dry air, moving swiftly around articles stored, and constantly cooling and purifying every square inch of the refrigerator.

Many Baldwin Refrigerators in constant use for 35 years are still giving the utmost satisfaction.

Don't sell a "cheap" refrigerator it wastes your customer's money and is a source of annoyance every day he uses it.

Baldwin's are lined with snow-white opalite glass 7-16 inch thick; vitrified porcelain, seamless porcelain, white enamel or metal. There are 150 styles in stock. Don't experiment with new makes of unknown quality—sell the Baldwin—the "kind the old folks used."

SEND A POSTAL FOR OUR BIG CATALOG

## The Baldwin Refrigerator Co.

**BURLINGTON, VERMONT** 

## FOOD CONSERVATION

#### **AND**

## **PROFITS**

The women of America are aligned to prevent food waste. The great nationwide movement for conserving the food supply has been started by frugal, patriotic women, the ones who will buy

#### **UNIVERSAL**

Food Choppers, Bread Makers Coffee Percolators

> It is up to you to get behind our Food Conservation Campaign, and cash in on the imminent demand for these products.

> By the use of the "Universal" Food Chopper the left-over bits of food are made into delicious and appetizing dishes and the price of the chopper is saved in no time.

With the "Universal" Bread Maker whole wheat, rye or graham bread is made with the same certainty and ease that white bread is made. Just to turn the crank for three minutes and the dough is perfectly kneaded.

The "Universal" Coffee Percolator makes delicious coffee without boiling. Saves one-third on the coffee bill, because every bit of flavor is extracted from each grain of coffee.

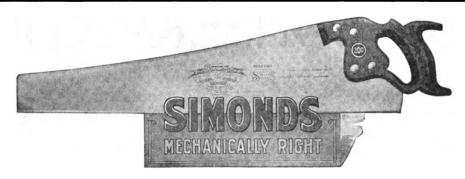
Write for information concerning our new special window trim and sales helps.





Mark

Landers, Frary & Clark New Britain, Conn.



## Sell Saws That are Mechanically Right

That is the way to satisfy your customers. They want saws that cut right, that hold their cutting edge, that are made of high grade steel. While the carpenter is today not so much interested in finish, he still likes to have a good looking saw and surely there is no other which compares with the Simonds in finish.

There is none which excels it in quality. It leads them all in profit to Dealer and value to Customer. Send for catalog and terms.

#### Simonds Manufacturing Company

"The Saw Makers"

Portland, Oregon San Francisco, California Seattle, Washington Vancouver, B. C.



L A W N S P R I N K L

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Pop Up—Automatic Lawn Sprinkler In Operation On the Grounds of the

#### UTAH STATE CAPITOL BUILDING

Can be regulated for any spray from a fine mist to a very coarse stream. Made for half inch connections. Has 25'-0" distribution with 75 pounds pressure. Made of non-corosive metals. Has but three parts, nothing to wear out. Flush with ground when not in use, made to cover one half circle or full circle. Write for sample—booklet and prices. For Sale by

W. D. ALLEN MFG. CO., Chicago, Ill. PITTSBURG VALVE & FITTING CO., Barberton, Ohio.

AUTOMATIC LAWN SPRINKLER CO. Salt Lake City, Utah



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Open

Closed



## Facts on Galvanoid

GALVANOID is heavily electro zinc coated after weaving by our superior galvanizing process.

GALVANOID then receive a covering of transparent varnish, which protects the pleasing gray finish and adds to the firmness and life of the cloth.

GALVANOID is firm, durable and attractive. It is quality goods and looks it.

GALVANOID has "made good" with the trade, having justified our claims that it is the best galvanized cloth at any price.

## "Its Popularity Grows"

Order from your jobber. If he does not handle Galvanoid, write us and we will see that you are supplied.

# AMERICAN BRAND Quality—Service STEEL WIRE CLOTH

We also manufacture

PAINTED GALVANIZED

AMERICAN BRONZE

GALVANOID ENAMELED

COPPER SPECIALS

American Wire Fabrics Company Chicago

Factories:

Clinton, Ia. Niles, Mich. Mt. Wolf, Pa.

## DETROIT

#### AUTOMATIC HARDWARE

## **SCALE**

A Machine that Automatically pays for itself in the saving of time and overweight.



It tells instantly and Automatically the Weight, Price and Value of any commodity placed on the platform

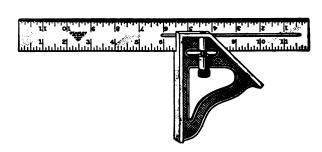
Sold for Cash or on Easy Monthly Payments

"Ask Us About It"

Detroit Automatic Scale Co.

Detroit, Michigan





## Stanley Adjustable Try and Mitre Square, No. 21

One of the handlest tools in the Carpenter's Kit. Especially useful for doing short work about windows, doors, etc., or in putting on butts or locks.

The **Blade** is adjustable and as it can be reversed, provides any size of try or mitre square within the capacity of the tool. In reversing, it is not necessary to remove the blade from the handle, consequently the tool is always assembled and ready for use.

The locking device is such as to insure the blade being firmly and accurately secured at any point desired. The edges of the blade are machined, graduated in 8ths, 16ths and 32nds of inches, and the tool is square inside and out.

It is also an excellent depth and marking gauge.

Both Handle and Blade are nickel plated. Made in three sizes.

We are prepared to quote attractive prices.

STANLEY RULE & LEVEL CO. New Britain, Conn. U.S.A.

## "Forstner" Brace and Machine Bits

For Fine Carpenter, Cabinet and Pattern Work



Specially Adapted for Hardwood Working

Manufactured by THE PROGRESSIVE MFG. CO., Dept. "A," Torrington, Conn. Inquire of your Mardware Dealers o write us direct. Supplied in Sets.



BASY TO GET RID OF THE POCKET COPHER WITH THE

O. K. GOPHER TRAP

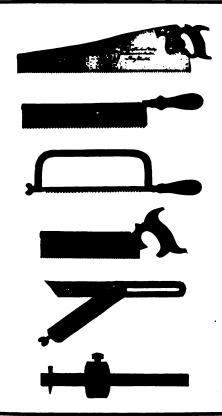
SURE TO CATCE & SURE TO HOLD

The Abingdon Trap Co. ABINGDON, ILLINOIS, U. S. A.

FOR SALE BY LEADING JOBBERS TEROUGHOUT TER WEST

THE TRAP THAT TAKES THE GO OUT OF GOPHER





#### **HOW ABOUT THE Handy-Man-About-the-House**<sup>\*</sup>

Almost every home can use and really needs tools of some kind and this is a field which many dealers neglect to cultivate. But in many of these homes are potential amateur mechanics who would, if assisted and encouraged, develop into regular purchasers of not only a variety of tools, but also other hardware. Almost every man has some mechanical ability and we all like to see the results of our own skill. All that lots of them need is a start. Cultivate this field.

Encourage the "home-mechanic" in your newspaper advertising and window displays. Show good samples of home-made cabinet work. Suggest it in various ways that your local conditions offer and you will have opened up a field of large possibilities.

Sell them only high-grade tools. Enquire what kind

have opened up a field of large possibilities. Sell them only high-grade tools. Enquire what kind of work they intend doing and give them the particular style suitable for that work. Many a customer has been lost because a clerk was not sufficiently interested in the customer's needs. For instance, no better saw is made than the DISSTON, but a 6-point hand saw is not suitable for cabinet work in hard wood. The amateur is consequently discouraged at the outset. See that he has the right quality and type of tools at the start and his enthusiasm will bring him back to add to his kit and equipment as his skill and requirements expand.

A fine foundation is a set of

#### DISSTON SAWS

Other Disston Tools are of the same high standard.

#### **HENRY DISSTON & SONS. Inc.**

PHILADELPHIA

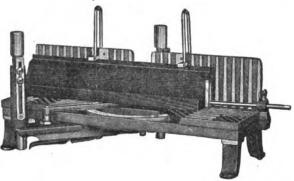


U. S. A.



## Stock the MARSH Line

It's Easy to Sell



**BECAUSE** 

It's Known the World Over



BEST

We manufacture Quality Miter Machines, Vises, Sanders, Choppers, Iron and Steel Miter Boxes. The BEST that money can PRODUCE and the PRICES are RIGHT.

Write for Circulars and Prices

#### H. C. MARSH COMPANY, 212 Race St., Rockford, Ill.

OMER COX Underwood Bldg., San Francisco, Cal.

WESTERN REPRESENTATIVES **\*** 

JONES & COX Newhouse Bldg., Salt Lake City, Utah

SANDS & COX
San Fernando Bldg., Los Angeles, Cal.

STRIMPLE & COX L. C. Smith Bldg., Seattle, Wash.

TAYLOR & COX Ideal Building, Denver, Colorado

## PORTER'S **New Easy Bolt Clippers**



Are you handling the

#### 10-in, and 14-in, O.K. Cutters?

If not, my Pacific Coast representatives will tell you why you should.

Address

Omer Cox. Underwood Bldg. San Francisco, Cal.

Jones & Cox, Newhouse Bldg., Salt Lake City, Utah

Sands & Cox. San Fernando Bldg., Los Angeles, Cal.

Taylor & Cox, Ideal Bldg., Denver, Colorado.

Strimple & Cox, L. C. Smith Bldg., Seattle, Wash,

#### H. K. PORTER

**Bolt Clipper Specialist** 

ASHLAND STREET, EVERETT, MASS.

## The "PONY"

Is the very best Hand Machine that money can buy, for setting Tubular or Bifurcated Rivets

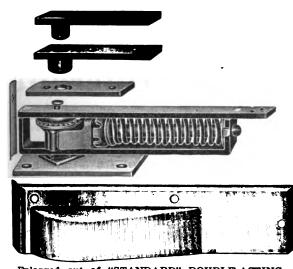


IT'S GUARANTEED SOLD BY JOBBERS EVERYWHERE

Made by

F. H. SMITH MFG. CO.

CHICAGO, U. S. A.



Enlarged cut of "STANDARD" DOUBLE-ACTING SPRING FLOOR HINGE, showing Side and End Plates and Top Pivot.

THE ADDED DURABILITY OF

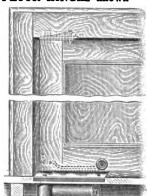
## "Standard" Floor Hinges

has been fully proven by the most severe tests as well as years of actual experience of the dealer and user.

In offering you our line, we are offering the largest line of FLOOR HINGES known—"STANDARD."

All of our products are built of high grade material and by skilled mechanics devoting their entire time to the development and manufacture of the "STANDARD" line of Floor Hinges.

You can select from the "STAND-ARD" line any type of a FLOOR HINGE you wish—



"STANDARD" CHECKING FLOOR HINGE, for either single-acting or double-acting doors.

### DOUBLE-ACTING SURFACE PLOOR HINGES,—DOUBLE-ACTING CHECKING PLOOR HINGES,—SINGLE-ACTING CHECKING PLOOR HINGES.

Six different types—in different sizes of each.

We are the only exclusive FLOOR HINGE manufacturers in America and manufacture the largest line known.

Write for information and prices on the only complete line.

THE STANDARD MFG. CO., Shelby, Ohio, U.S. A.



## LEBANON

#### A Different Bit—A Bit Different



The Lebanon Bits are different—different in such practical, common-sense, value-making ways, that their differences strongly recommend them to experienced dealers and buyers.

They are designed in a different way. With the famous "Z" twist and keencutting edges, Lebanon Bits sever the wood like a sharp chisel and bring out the chips without heating.

Lebanon Bits bore from 40 to 60 per cent further with the same number of turns than any other bit on the market, and leave clean, chipless holes behind them.

Dealers and jobbers will find the Lebanon bit, backed by strong sales policy, an exceedingly attractive proposition. Write

#### The Lebanon Machine Company

Lebanon, New Hampshire



Note the "Z" Twist and Quick

San Francisco: DUNHAM, CARRIGAN & HAYDEN CO.



Salt Lake City: E. C. COFFIN CO. 303 Atlas Bldg.

#### "Easy Emptying" Grass Catchers

"Favorably known the world over" now made with

Re-Inforced Non-Slipping Bottom

Rigid Light Durable

Many exclusive patented features and strong selling points explained in Catalog No. 14.

Write for it



Some of Our Pacific Coast Jobbers
California Edw. Co. Pacific Edw. & Steel Co.
Failing-McCalman Co. The Schaw-Batcher Co.
McCaley-Mason Edw. Co. Schwabecher Edw. Co.
Marshall-Wells Edw. The Thomson-Diggs
Co.

Dunham, Carrigan & Mayden Co.

The Specialty Mfg. Co. St. Paul, Minn., U. S. A.

The Parker Line of

ode

## Wire Goods

ARE KNOWN ALL OVER THE UNITED STATES

They are Standard, Well Finished, Well Packed and Sharp Threads

TRY US WITH YOUR NEXT ORDER

7

Parker Wire Goods Co.

Worcester, Mass.

2



#### THE JAMES SWAN COMPANY

**SBYMOUR** 

CONN.

Bits Augers



Chisels
Draw Knives



Nail Sets Gimlets



Gouges
Screw Drivers

NEW YORK OFFICE, 100 LAFAYETTE STREET

WE WERE AWARDED THE MEDAL OF HONOR ON MECHANICS' TOOLS AT THE PANAMA-PACIFIC EXPOSITION.

SOLD BY THOMSON-DIGGS COMPANY, SACRAMENTO, CAL.



No. 643 Door Closer and Check is a worthy addition to the R-W line, and conforms in every respect to the high character established by Richards-Wilcox products. It will uphold your reputation with your customers.

Write for folder giving complete description and prices. Sent without obligation.

#### A New Appliance— Old in Experience

To you, perhaps, the R-W Door Closer and Check for swing doors needs no introduction. We placed it on the market two years ago, but have never advertised it because we could not fill the orders as fast as they came in. The material we insist on using in the manufacture of this Door Check has been hard to get, and we refuse to fill orders with a substitute.

Lately our efforts to get this material have met with better results; that's why we are presenting the Richards-Wilcox Door Closer and Check publicly now for the first time.

#### REASONS WHY RICHARDS-WILCOX No. 643 HAS MET WITH PARTICULAR FAVOR

Spring cannot be overwound.
Liquid occupies a separate chamber from spring mechanism, which prevents leakage of oil.
Adapted to right or left-hand

swing doors.

Simple and effective spring adjustment.

All parts machined to a perfect fit and are interchangeable.

Made in six sizes for various weights of doors.

Regularly finished in gold bronze. Finished in silver bronze or ivory black without additional charge. Prices for other finishes on application.

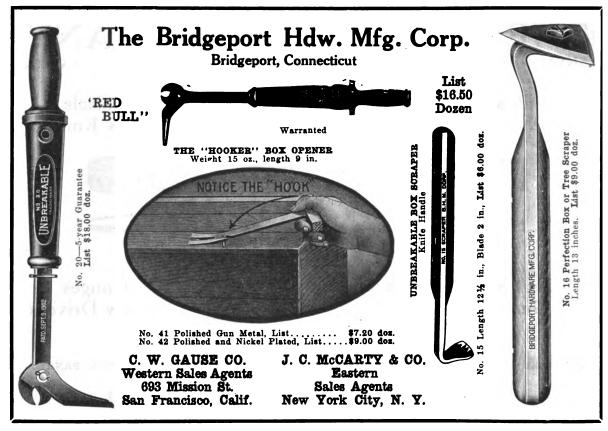
Fitted with soffit, flush or corner bracket; or furnished without bracket.

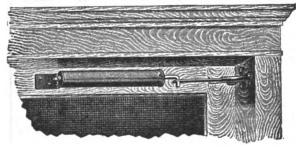


#### Richards-Wilcox Manufacturing [0

MAI PRANCING LOS ANGELSI NEW YORK COMPAGE AURORA, ILLINOIS, U.S.A.
Richards-Wilcox Canadian Co.Ltd.Landon,Ont.
"A hanger for any door that alides"

THILABELFINA TERMEAPOLIS POSTON STAGNIS





#### MADE BY

## SUPERIOR Screen Door Check

The only Check that has the jack-knife lever which allows the door to open clear up against the wall without strain on the Check.

It also has a positive plunger and automatic inlet valve for air.

The above features together with the low price makes it the best Check for user, dealer and jobber.

Quickly and easily attached by anyone.

If your jobber can not supply you, write us and we will give you the address of your nearest jobber who handles our Check.

SUPERIOR SPRING HINGE COMPANY, 136 West Lake Street, Chicago



#### **Revolving Bolt and Screw Cases**

Dealers in Hardware, Auto Supplies, etc., find that time and space are saved by using the Revolving Cases for keeping loose Bolts, Serews and Auto Accessories. Everything is kept right at the clerks' fingers' end. Catalog sent on application. All jobbers handle these

American Boit & Screw Case Co., Dayton, O.,





#### Lawn Mowers

A reprint of a 1916 advertisement equally trne now

GOOD Lawn Mowers may be hard to get next season. Deliveries in all classes of raw materials take from 3 to 16 months, so

Early
Orders
Are
Desirable







# Why You Should Sell The PITTSBURGH Door Hanger

Sliding doors which balk, stick and jump the track—barn doors which blow down in heavy storms—hangers and track which quickly rust and break—which freeze up in winter and refuse to budge—these have been sources of nuisance for years.

With the PITTSBURGH Door Hangers and Track none of these things can happen. They put an end to sliding door trouble. And the easy-running hanger is the easy-selling hanger.

## Bringing the Farmers Into Your Store

Our advertising in the leading farm papers is teaching thousands of farmers every week the advantages of having their sliding doors hung with the PITTSBURGH Door Hanger and Track. In order that McKinney dealers may make the most of this advertising we have prepared a number of sales helps consisting of store signs, counter cards, attractive folders and a series of electrotyped advertisements for use in local newspapers.

NOW, when farmers and dairymen are getting ready for the storms of winter, is just the time to call their attention to this strong, dependable door equipment. Write for folder giving full explanation of our dealer proposition. There's business to be had—let's get together and get it.

McKINNEY MFG. CO.

Makers of Hardware
PITTSBURGH, PENNA.



## Clover Leaf Manila Rope



Demand for first-class Manila Cordage has never been better than at present. To supply the many new ships being built on the Pacific Coast is drawing heavily upon stocks. CLOVER LEAF MANILA meets the requirements splendidly and builders need have no hesitancy in fitting out vessels with this brand.

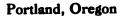
This increasing demand for Clover Leaf Rope is the best evidence of its superiority. Dealers in rope are assured that stocks can be well maintained as prices will not reduce for some time to come, and then gradually.

This company is now making and supplying Tarred Marline, Ratline, Hambroline, Rounding, Spun Yarn, Seizing and Hemp Cordage.



Handled by jobbers or can be had direct from

#### The PORTLAND CORDAGE CO.



Seattle, Washington



## GARDEN HOSE

THE
BRANDS
OF
GARDEN
HOSE
WHICH
INSURE
QUALITY







INSIST
UPON
THESE
BRANDS
AND YOU
GET
THE
BEST

WRITE FOR CATALOGUE AND PRICES

#### Goodyear Rubber Company

R. H. PEASE, Prest. J. A. SHEPPARD, Vice-Prest. H. R. PEASE, JR., Treas. C. F. RUNYON, Secy. Nos. 587, 589, 591 Market and Second Sts. Nos. 61, 63, 65, 67 Fourth St. & Pine St. SAN FRANCISCO. CALIFORNIA PORTLAND, OREGON

GOODS SOLD TO THE TRADE ONLY



No. 2-E Blower.

San Francisco, Cal.

Fig. 1518. Deep well working head with air attach-ment. For elevated or pneu-matic tank sys-

## BUFFALO

## Forges—Blowers—Drills

Designed Right — Built Right Strong — Durable — Efficient

The largest line of blacksmith forges, drills and blowers manufactured by any one company. A style for every service.

Our General Catalog No. 179-37 illustrates and describes the complete "Buffalo" line of hand and power operated machines. Mailed on request.



Western Representative, Harrold English, 823 Higgins Bldg., Los Angeles, Cal.

Distributers,

HARPER & REYNOLDS BAKER & HAMILTON SPOTSWOOD-HELFER CO. Los Angeles, Cal. SMITH-BOOTH-USHER CO. Los Angeles, Cal.

MARSHALL-WELLS HARDWARE CO. Spokane and Portland



THE STANDARD OF THEIR LINE

Goulds Pumps! The most profitable pump line a dealer could handle—because over 69 years of manufacturing experience have resulted in a product that has no equal for efficiency and durability. And as an example of Goulds progressiveness take our Fig. 1680 Combined Working Head and Jack. The open hollow base used on this new pump is a decided improvement over any construction hitherto placed on the market. This allows the pump to be connected with the pipe, without lifting it up. Goulds Pumps can be operated by hand, windmill, engine, or by electric motor.

#### OULDS PUMP

-are made in over 300 styles and sizes. Used for Farm Water Supply, Irrigation or Drainage, Mechanical Milking Systems, Watering Cattle in Pastures, Dairy Uses, Handling Cider and Vinegar, Handling Gasoline for Garages—a mighty broad field you can't afford to neglect. And most farmers already know of the merits of Goulds Pumps, owing to our national advertising which has been running throughout a number of years. Our experts help your customers select the right pump for their purpose—no room for guess-work! Write today for our book, "Pumps for every Service," and for the attractive dealer proposition that goes along with the "Standard Pump Line" of America.

America The Goulds Mfg. Co.

Main Office and Works: Seneca Falls, N. Y.

Branches: Chicago Boston New York Philadelphia Pittsburgh Atlanta

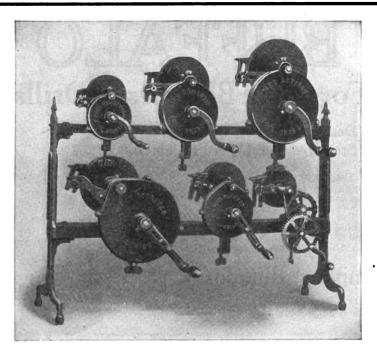
1454. Deep well working head, for elevated pneumatic tank systems.

Fig. 1531. Pyramid Double-acting Piston Pump. For elevated or pneumatic tank systems.

Combined Working Head and Jack, 1680. with Open base. For filling tanks not more than 190 feet above source of water supply.

Fig. 1604. "New Alert"
Double-Acting Air and Water Force Pump. Connected
to Fig. 1613 Jack for Engine drive. For elevated
or pneumatic tank systems.

D. L. HERMAN, 214 Maritime Bldg., Sesttle, Wash., Northwest Pacific Agent. New Discount Sheet in Effect August 1st. Digitized by GOOGIC



Pike Manufacturing Co., Pike, New Hampshire

A. W. PIKE & CO., Agents, 711 Mission Street, San Francisco

# PIKE

#### Pike Line Tool Grinders

The Pike line of hand Tool Grinding machines are built with the idea in mind of giving the busy mechanic a dollar's worth of value for every dollar expended.

Quality has been our watchword from the time we began manufacturing this class of goods and our every effort has been directed towards producing high grade machines—Machines which would stand up to their work year in and year out and which would give perfect satisfaction to the user.

Get the Best and Make a Customer

SHARPENING STONES STROP AND RAZOR HONES

## **QUALITY, plus SERVICE, equals SATISFACTION**



Made in three sizes: 10, 14 and 22 Qt.

In offering you our line of goods, we are offering you QUALITY and SERVICE, and complete Satisfaction comes only in the selection of goods that have stood the test of time. In stocking our goods, you get this SATISFACTION.

Our EAGLE MOP WRINGERS and BUCKETS COM-BINED, and SUPERIOR FOLDING WASH BENCHES have the reputation of never failing to satisfy. You will find these two lines, quick sellers and big profit producers.

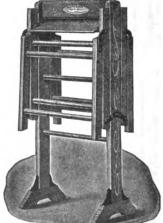
Our products are built of high grade material and are guaranteed

against all defects. The increasing demand for these goods is conclusive evidence that they are the Standard of Comparison, the Highest point of Mechanical Skill, and the Acme of Perfection.

## THE EAGLE WOODENWARE MFG. CO.

Manufacturers,

Hamilton, Ohio - U.S.A.



Will hold a 10, 11 or 12 inch clothes wringer.



A fully equipped plant for Parkerizing is now in operation.

A proved method for preventing rust and corrosion, which has been adapted by the leading manufacturers of the East and is endorsed by the United States Government. A great saving where metals are exposed and in the use of cheaper materials in manufacturing.

Investigate this perfected Rust Proofing. For fullest information write the

PARKER RUST PROOF CO., 931 Santa Fe Ave., Los Angeles, Cal.

#### JOHN A. ROEBLING'S SONS CO

Manufacturers of

## WIRE AND INSULATED WIRE WIRE ROPE Galvanierd Meeting

Telephone

Galvanised Setting Wire Cloth Glass & Percelain Insulators Halls and Barb Wire Brackets, Pins, Sto. Wire Rope, Fittings Expended Metal & Wire Laths

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#### WHY NOT SEEDS

You handle a full line of Garden Tools and accessories.

Why not the "Makins" Garden Seeds?

We furnish them in packets, including a neat display case in which they sell themselves; also in bulk—and don't forget Onion Sets and Grass Seed.

Write us regarding this profitable line, for terms and prices.

Aggeler & Musser Seed Company LOS ANGELES, CALIFORNIA

## Here's the Sprinkler that's in Big Demand



### THOMPSON'S IMPROVED TWIN LAWN SPRINKLER

Throws fine mist-like spray. Very novel design. Non-corrosive. Made of zinc, lined with brass. Covers large area. Order now. Sold thru leading jobbers. Write at once for descriptive folder of sprinklers and permanent systems.

Thompson Manufacturing Company
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You will find it in the Heart

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## COLUMBIAN

Product

COLUMBIAN ROPE COMPANY
Auburn, "The Cordage City," New York

## Samson Spot Sash Cord

Extra quality, guaranteed free from all imperfections. Can be distinguished at a glance by the Colored Spots. Specified by architects and builders everywhere.

We manufacture braided cord in all sizes, colors and grades, for all purposes. Carried by all jobbers.

SASH CORD CLOTHES LINES SOLID BRAIDED ROPE

SHADE CORD MASONS' LINES OHALK LINES

Send for catalogue and samples.

## Samson Cordago Works

Boston, Massachusetts



## American Seal Cements

ASBESTOS FURNACE CEMENT will withstand more heat than iron, bakes as hard as the casting itself, and will not crack, shrink, crumble or fall out.

BLASTIC OIL BOOF CEMEENT is a superior article in colors for bedding slate and tile roofs and repairing leaks in tin, metal, gravel and composition roofs. Especially adapted for pointing up around skylights and fire walls.

CARBON CEMENT, the peer of all lightweight coments, is made up of long asbestos fibre, and elastic, adhesive waterproof gums. The ideal cement for making an old roof new, using the old roof as a foundation.

T-00 is a waterproofing cement in colors, especially recommended for use on side walls exposed to heavy driving rains, preventing the water from permeating these walls.

Manufactured by

The Wm. Connors Paint Mfg. Co. 1852 TROY, N. Y. 1917





## **There Is a Difforenco in Washers**





Just as in any other commodity. Our Washers are made of the Best Material and with the utmost care. That's why the largest users of Washers prefer those of our make.

We also make

Malleable Washers and Cast Iron Washers **Wrought and Steel Plate Washers** 

of all descriptions. Round and Square, Plain or Galvanized.

**Annealed Rivet Burrs Fellow Plates Sheared and Punched Plates** 

PROMPT SELPMENTS

Wrought Washer Mfg. Co.

Milwaukee, Wis.

Coast Representatives. MUGMEON & MERTON, Inc. ancisco, Cal.; Los Angeles, Cal.; Pertiand, Ore.; Seattle, Wash.; Dezver, Cole.

## ONLY DOUBLE ACTING SPRING BUTT HINGES



have the weight supporting bearings cor-rectly located to liberate the action of the springs, redu-cing breakage and increasing spring nower. and increasing spring power, preventing unequal wear of the barrels, and giving practically unlimited durability.



Bommer Floor Surface Spring Hinge
Has Release and Holdback Features, Ball
Bearing and Alignment Device

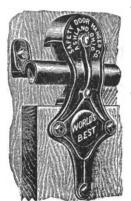
Bearing and Alignment Device

The most durable hinge of its type; holds the door open when swung to 90 degrees. The springaction can be entirely released so door will swing free, without spring-action, by inserting a wire nail (when the door is open) into a hole provided in the side plates. The spring - action can be restored by withdrawing

**М**о. 18 **Туре** 

withdrawing the nail.

BOMMER BROTHERS, Mfrs., Brooklyn, N. Y.



YOU ARE RIGHT IN RECOMMENDING

"WORLD'S BEST" IN NAME AND FACT

## World's Best Tubular Track

Barn, Factory Warehouse Door Hanger

#### EXCLUSIVE FEATURES

Frame is best grade malleable iron. Wheel underneath track prevents derailment.

Wide bearing of the wheel distributes weight and makes it the Eastest Running Hanger on the market.

Packed one pair in box complete with bolts; one-half dozen pairs in a case.

Track has Slidable Bracket, which has made the World's Best Hangers so popular with the building

If your jobber can't supply you we will.

#### SAFETY DOOR HANGER CO. ASHLAND, OHIO, U. S. A.

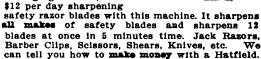
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## Make Your Store A Sharpening Depot

for safety razor blades, scissors, shears, carving, bread and kitchen knives, and small edge tools. During these "War Times" people are economizing in having old cutlery resharpened and repaired. A

### HATFIELD COMPLETE SHARPENING **MACHINE**

will, therefore, pay for itself in a very short time. Many dealers are averaging from \$8 to



HYFIELD MFG. COMPANY 21 Walker Street NEW YORK CITY



CONTRACTORS IN YOUR OWN TOWN USE THIS BAR-ROW.

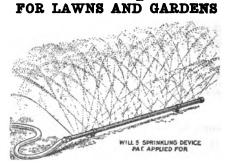
YOU SUPPLYING ARE ASK FOR PRICES. THEM?

WAREHOUSE TRUCKS, CASTERS. CONCRETE MIXERS, SCRAPERS, HAND CARTS, FIBRE WHEELS, MILK CARTS, ETC., ETC.



338-348 Brannan St. near 2nd SAN FRANCISCO, CAL.

## **WILLS** Scientific Sprinkler



#### Three Superior Qualities Durability-Efficiency-Cheapness.

Made of steel galvanized pipe. Saves 25% on Water Bills. Covers 25% more surface with same water. No Rust—No Leaks—Solid standards—securely attached. No bending or breaking. Hose connection BEST made.

The Spray is distributed equally covering every space and corner.

Made in all Lengths, and to suit any pressure.

Guaranteed for 10 years' service if properly cared for.

Ask your Jobber or send direct to the Factory for our descriptive folder.

WILLS SPRINKLER CO. 607 CROCKER STREET, LOS ANGELES, CAL,



## **Malleable Iron Fittings**

GAS, OIL, STEAM, WATER, Etc.

Made Since 1856 by

## STANLEY G. FLAGG & CO.



**PHILADELPHIA** 



PACIFIC COAST AGENTS

W. H. GILBERT SALES CO.

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### AVOID OVERLAND FREIGHT COSTS

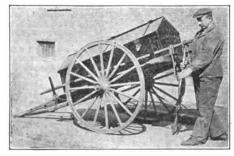
**Frequent Canal Shipments Direct** from Philadelphia

Let Us Call and Explain Our Numerous **Advantages** 

## Our Vise Campaign Is On!

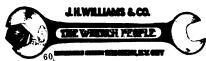
Your Local Gas Company Will Soon Buy Williams'

## Chain Pipe Vises



long ago won favor on every one Union Gas Co.'s 41 service carts

LL the principal national gas journals will now emphasize the exceptional value of "VULCANS" in gas line installations. The message brings opportunity to all dealers who will follow the trail that many of America's leading gas companies have blazed before them.



WESTERN OFFICE AND WAREHOUSE: 40 SOUTH CLINTON STREET, CHICAGO, ILLING

## GARDENS — GARDENS — GARDENS

Never-v were there so many people engaged in

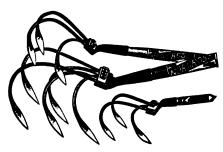
Increased production, is our Country's cry. "NORCROSS" GARDEN CULTIVATOR-HOES AND WEEDERS are playing an important part in this Nation-wide movement. They are favorite tools; but—the demand almost exceeds the possible supply.

DEALERS: Don't delay your orders.

Jobbers are buying heavily, that you may be upplied. Early buying may pay you big divisupplied.

Remember the name-"NORCROSS."

C. S. NORCROSS & SONS M anufacturers BUSHNELL, ILL., U. S. A.



## Sell the Coleman "Quick-Lite"

This newest Coleman Lamp is the best seller yet. simple, economical and safe, that customers buy quickly. Every sale means a liberal profit to you.

#### MATCH WITH

The Coleman "Quick-Lite" is the most wonderful lamp to handle. No torch needed. Lights with ordinary matches like any plain kerosene lamp. Makes and burns its own gas from common gasoline or kerosene, we a brilliant, steady light of 300 candle power without glare or flicker—more light than 20 old style oil lamps. Can't explode. No danger if tipped over. Very ornamental and comes in variety of styles.

Dealers wanted in all parts of the country. Write at once for catalog 36 and agency proposition. Address nearest office.

THE COLEMAN LAMP COMPANY
Wichits, Kans., St. Paul, Minn., Toledo, Ohlo, Dallas, Texas, Chicago, Ill.



Has a heavy tin scoop 14 1/2 inches long, 9 inches wide and 5 14½ inches long, 9 inches wide and 5 inches wide and 5 inches deep; which holds over half a peck of potatoes or apples. No. 202-T has a white dial protected by glass and niekel rim. No. 202-T. E. furnished with an enameled dial. One scale packed in a corrugated box. Weight boxed, 5 lbs.

Write us for Descripti ve Matter. Order Through Your Jobber

#### TRINER SCALE & MFG. CO.

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TM. P. HOBH & CO. Pacific Coast Representative Bialto Bldg., San Francisco, Cal.

LOS ANGELES, CAL. PORTLAND, OREGON

## Auto-Wheel oadster

Just Invented and Patented

Here's a worthy partner for the famous Auto-Wheel Coaster. It's two wagons in one—a Coaster and a Roadster. Turn up the sides and it's a real Roadster—turn them back and it's a regular Coaster. Every boy who sees one of these wonderful wagons is going to want one, and what's more, every boy is going to be looking for the dealer in his neighborhood who sells them because a big advertising campaign is now starting, telling hundreds of thousands of boys about this two-in-one proposition.

We refer inquiries from our advertising direct to dealers. Are you on the list?

Write us today for full particulars.

#### **BUFFALO SLED COMPANY**

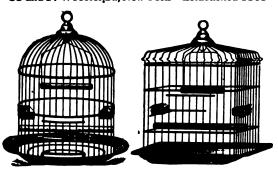
North Tonawanda

Factories: North Tonawanda, N. Y., and Preston, Ont. New York Office: 108 Chambers Street.
Pacific Coast Representatives: Pacific Sales Co., San
Francisco; D. L. Herman, 214 Maritime Bldg., Seattle.



## O. LINDEMANN & CO.

35 and 37 Wooster, St., New York 'Established 1863



### **Parrot Cages Must Be Strong**

Ours are Positively the Most Durable

Manufacturers of JAPANNED, BRASS and TINNED WIRE

## **Bird Cages and Cage Sundries**

Pacific Coast Representatives A. L. CONGER CO. 731 MARKET STREET, SAN FRANCISCO, CALIFORNIA

## ATLAS

## 10 Cent Fly Swatter

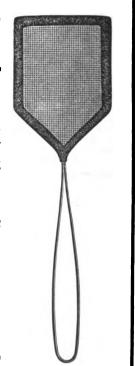
This swatter has an extra long handle—10 inches. It is very neatly and securely bound with soft green felt—cannot mar the finest furniture. Especially adapted for parlor or drawing room use. We have made it extra strong and flexible—will outlast any now on the market.

Our 5 cent swatter is the best ever sold for a nickel. It has a triangu-lar fold, permitting the insertion of your ad. if you desire.

Now is the time to place stock orders. We'll gladly quote prices and terms.

Atias Mtg. Co. HAVEN.

HUGHSON & MERTON Pacific Coast Agents San Francisco Los Angeles and Portland, Oregon





# 2 BROOMS 1

An entirely new product from an old reliable company. Outsells the ordinary broom so rapidly it is hard to keep up with the demand.

Lee Broom & Duster Company, Lincoln, Neb.

## TACKS SMALL NAILS

Cobblers' Nails, Glazier Points, Etc.

Double-Pointed Tacks and Staples

Send for Illustrated Catalogue, most convenient and comprehensive

#### THE SHELTON TACK CO.

Successors to Shelton Co.

Shelton, Conn. New York Office, 96 Warren St.

## Do You Sell Hose Menders?



Improved Perfect Clinching Hose Menders are fast sellers. Made with seamless brass tubes and heavy galvanized clamps. Also all steel retinned. Every clamp is turned inwardly to grip the hose. Prices right.

Send for our general catalog—to-day.

STUBER & KUCK CO. Peerla, Illinois

New York Office—154 Chambers Street, J. M. Sherwood, Manager San Francisco Office—Rialto Building, William P, Horn, Manager

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We manufacture everything from dependable hand fire extinguishers to large chemical engines and chemical tanks for fire department service. There's good profit in being our agent. We carry the stock. Write us for catalog and special hardware discounts. Manufacturers of Fire Apparatus. O. J. CHILDS CO., Utica, N. Y.

# THE GILSON WEEDER "REPLACES THE HOE" Sells on sight and nets you a handsome profit. The moment a garden owner glimpses the brand new

The moment a garden owner glimpses the brand new features of the "Gilson"—the new combination weeder—cultivator and rake—with its oscillating double-edged blade (which "clips" the weeds and loosens the soil on either stroke) and its long-tined reversible rake—the sale's as good as made.

good as made.

Comes in four sizes suitable to field, garden, truck patch or flower bed. Affords a liberal profit to the dealer.

For illustrated Catalog and complete infermation address:

J. E. GILSON CO., Dept. 32, Port Washington, Wis.

#### Mason Tool Bag



#### We Manufacture

Mason's, Electrician's, Plumber's Tool Bags. Automobile, Auger Bit, Punch and Chisel Rolls, Chal Bags, Horse's Feed Bags, Couch Hammooks, Carpenter's Aprons, Grass Catchers and other Specialties.

Send for Catalogue.

EXCELSIOR BAG & MFG. CO., Inc.

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## Leading Jobbing and Supply Houses SAMSON or ROWELL



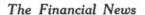
G. D. ROWELL & SON, Appleton, Wisconsin

**Rallway Car Mover** 

LITTLE SWITCH ENGINE

**YOUR OWN** 

PRICE EACH, \$5.00



(London) says:

"As the United States Government has placed a large order for machine guns, automatic pistols and service revolvers with Colt's Patent Fire Arms Mfg. Co. it evidently agrees with the genius who wrote:

"'Thrice is he armed that hath his quarrel just, Wrote British Shakespeare, in his day no dolt;

I guess that notion's altogether bust, Six times he's armed whose pistol's made by Colt!""



YOU make no mistake when you advise your customers to follow the Government's example and adopt COLT'S for THEIR Firearm needs.

COLT'S PATENT FIRE ARMS MFG. CO. :: HARTFORD, CONN-

PACIFIC COAST REPRESENTATIVE, PHIL. B. BEKEART CO., SAN FRANCISCO.

AN UNEQUALED **ASSORTMENT** FOR HARDWARE STOCK







a "RIVAL"

AND WITH THESE LINES ON HAND YOU CAN LAND EVERY PROSPECT TAPES, BOXWOOD and SPRING JOINT RUL

Stand on Records of PERFORMANCE as well as THE UFKIN PULE CO.

SACINAW, MICHIGAM 184 Laterette St., II. Y. Stocked by Your Jobber

Stand on Records of Pull Co.

Sacinaw, Michigam Pull Co.

Sacinaw, Michigam Pull Co.

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FUE GARAGES, SHOPS AND FACTORIES.—A simple, practical, efficient hoisting and earrying device for handling heavy objects. Will pay for itself many times over in any garage, shop, factory or store where heavy objects must be handled. With this outfit one man can handle any object weighing up to 700 lbs. Two or three men can move a ton. Outfit consists of the Wagner Self-Cleaning Track, roller-bearing tandem carrier and centre pull triple sheave hoist. Write for prices. Also ask for the Wagner 96 page catalog of Barn Door Hangers, Trolley Tracks, Studding Sockets, Hardware Specialties, Sleds and Non-Tipping Coaster Wagons. WAGNER MFG. CO., DEPT. C, CEDAR FALLS, IOWA.



#### HONEYMAN HARDWARE CO.

Ninth and Hoyt Streets Fourth and Alder Streets

PORTLAND, OREGON

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Our State Colleges and many other leading educational and athletic institutions are users of Goldsmith Athletic Equipment, because it's made right and wears right, and is recognized as standard by all competent athletic officials and coaches.

#### Selby's Black Loaded Shells

are more in demand than ever, because they put the shot or bullet where you point your gun. Send in your orders early for the fall shooting of ducks and chinas.

Guns and Ammunition



## QUPOND Sells at

## Sells at Sight

Dupont, Ballistite or Schultze Powders are known EVERYWHERE,—they sell at sight. Shooters know bu Pont Powders are right. The name Dupont, Ballistite or Schultze

#### On the Top Shot Wad

or on the box label is a guarantee of powder superiority.

Du Pont Sporting Powders are widely advertised, sell quickly and always satisfy the most critical customer.

Specify Dupont, Ballistite or Schultze Smokeless, and Du Pont Black Sporting,—the powders which sell at sight.

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Powder Makers Since 1802

WLMINGTON - DBLAWARE



## GENUINE HUNTER'S SIFTER

## The Standard for s

The Standard for a Quarter-Century

Order from your jobber.

Showing Construction
Combines strength, beauty, usefulness and durability. Cleanliness always possible. Made in one piece of extra heavy tin plate, nickel trimmings. Handle swedged to body. No soldered joints to come loose. Easy to remove all parts for cleansing.

THE FRED J. MEYERS MFG. CO.

Bender Street Mamilton, Obio



### Say Mr. Dealer

Did you know we manufacture Gas Heaters and Grates?

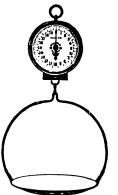
Why buy in the East, we can give you better service, a better heater and the profit will suit you.

We sure would like to have you ask us about our goods.

Minier Gas Heater Company

1028 Mission St. So. Pasadena, Cal.

## **New Hanging Scale**



Capacity 20 lbs. by ozs.

The Dial is large and distinct - finished with glass sash and nickel plated rim.

Very sensitive and accurate. Approved by the Department of Weights and Measures.

No. 101

MADE IN SEVERAL STYLES

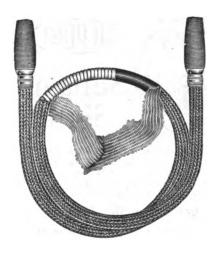
## Pelouze Manufacturing Co. chicago

Manufacturers of Family, Candy, Market, Dairy
Postal and Ice Scales

EWING-LEWIS CO.
Representatives

San Francisco

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## **Everlasting** Gas Tubing

Its double safe. It has a perfect steel core, over which is an extra gas proof compound, and is finally braided in silk or silkoline as desired.

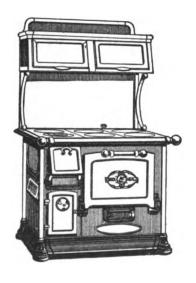
Why take chances with cheap or inferior gas tubing when the price is so little and the risk so great.

This tubing is made in all lengths for stoves and portable lamps, packed one in a box, recommended by all gas companies.

Made by

## The Chicago Tubing & Braiding Company CHICAGO, ILLINOIS

Pacific Coast Representative, BAKBR-SMITH COMPANY, Rialto Building, San Francisco, California



## "QUICK MEAL"

All Blue Porcelain Enameled and Black Porcelain Enameled Ranges are "Rust Proof," "Sanitary" and Easy to Keep Clean, being Enameled Inside and Outside.

Not affected by the Hottest of Fires.

Write for Catalogue and Agency

## Ringen Stove Company Division of American Stove Company

C. H. SCHIECK, Pacific Coast Agent

715 Indiana Street, near 19th

SAN FRANCISCO, CALIFORNIA



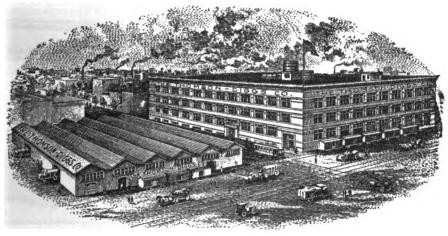
common a thing when the P Brand is used that expert sportsmen everywhere unsist on Peters because it is an aid to good results. Stock up with Peters Shells and Cartridges, and you will be absolutely sure that your ammunition is all right.

#### THE PETERS CARTRIDGE COMPANY

Pacific Uoast Branch: 585-587 Howard Street, San Francisco Marshall-Wells Hardware Co., Portland-Spokane, Duluth, Winnipeg-Edmonton Hibbard, Spencer, Bartlett & Co., Chicago, Ill. Butler & Britain, Inc., San Francisco

## THERE ARE MANY REASONS

For the Continued and Increased Growth of Our Trade



if you are one of our customers you know them.

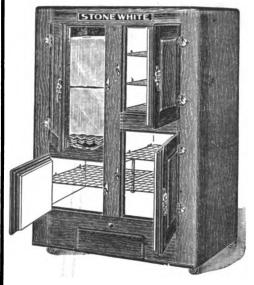
If you are not one we want the opportunity of showing you why it will be to your interest to send us your orders

The House of Fair and Square Dealing—Ask Our Customers

EVERYTHING IN HARDWARE, IRON, PIPE AND HOUSE-HOLD UTENSILS. SPORTING GOODS AND CUTLERY

THE THOMSON-DIGGS COMPANY, SACRAMENTO, CAL.

## White Mountain Refrigerators



## "The Chest With the Chill in It"

Increase your sales by selling "White Mountain" Refrigerators—known for more than 40 years as the standard of excellence in refrigeration. The sales of "White Mountain" Refrigerators have grown steadily because the longer they are on the market the more conclusively is their sterling merit demonstrated.

The grand success of "White Mountain" Refrigerators we attribute to—Superior materials, scientific construction, beauty and durability, duplex circulation and absolute insulation. Raise the quality of your goods and increase your profits by handling "White Mountain" Refrigerators.

OUR NEW 1918 CATALOGUES WILL BE MAILED PROMPTLY UPON RECEIPT OF APPLICATION



Maine Manufacturing Company - Nashua, N. H., U. S. A.

The W. F. Boardman Co., 718 Mission St., San Francisco, Calif., Pacific Coast Agents

## The Ontario Knife Company, Franklinville, N.Y.

WE SELL EXCLUSIVELY TO THE WHOLESALE TRADE

If you are a wholesale dealer and have not our catalog and prices, you should write for them at once



BUTCHER SKINNING STICKING BONING SHEATH SLICING CORN SHOE

# **KNIVES**

KITCHEN CANNING FISH VEGETABLE PUTTY BEET CLAM TABLE

HOUSEHOLD KNIVES, HOUSEHOLD CLEAVERS, FLESH FORKS and a large variety of Knives with improved Sanitary Aluminum Handles.



We manufacture the largest variety and the largest quantity of kitchen knives made by any one house in the world.

## YOUR CUSTOMERS WANT THE BOOMER

## CANN

Adapted for every use. Is the strongest and most durable Cannon Stove made. Constructed so that a sheet iron drum may be attached, and thus increase the heating capacity.

Made in six sizes,— Diameter of Fire Pots 1 2 3 131/4" 16" 18" 20" 22" Weights, 182 240 300 385 525

OUR LOW PRICES WILL SURPRISE YOU-Write for them.

THE HESS-SNYDER CO., Manufacturers MASSILLON, OHIO

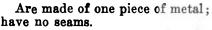
Trade. mark "Boomer" Registered—No. 58228





## Look for This Name

The Trade-Mark of the Better Line of Conductor Elbows and Shoes — Only new material used. Made in all angles from 10 to 90 degrees of 29, 28, 26 and 24 Ga. material. Gauge is stamped in each elbow.



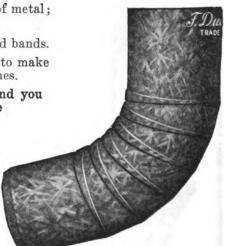
All shoes have reinforced bands. Our facilities enable us to make quick shipments at all times.

Insist on Dieckmann's and you troubles will cease

#### The Ferdinand Dieckmann Co.

P. O. Station B CINCINNATI, OHIO

Western Representative GRIFFITH SALES CO. 314 Sheldon Building SAN FRANCISCO





## BURNT IVORY BRAND

**Second Growth Hickory Handels** 

Special attention given erders for hand made Axe, Pick, Sledge and Hammer Handles.

> IVORY HANDLE COMPANY. Hope, Arkansa





# WARE THAT WEARS

## CORCO

## **NESTABLE** GARBAGE CANS

Light, though strong enough to put up with unusual abuse, these cans are just the sort of kitchen friends Mrs. Average House-Wife is looking for.

Whitaker-Glessner Company WHEELING CORRUGATING DEPT. Wheeling, W. Va.

Branch Offices and Stores New York St. Louis Philadelphia Kansas City Chicago Richmond Chattanooga

## **NESTABLE** GARBAGE CANS

Are made in four sizes, each slightly over 4, 6, 8 and 10 gallons. Both cans and deep covers nest perfectly for shipping and displaying in small space. Look for the CORCO Label.

Members of National Association of Sheet and Tin Plate Manufacturers 

# Full Size L-55

For 1" and 1-16" O. D. Tubing

"Move the Faultiess Way"

# Faultless

Do you handle casters? No matter how peculiar or difficult your situation, do not jump at the conclusion that the FAULTLESS CASTER is not for you. Ask us.

Frankly, it may take you a little time to become thoroughly acquainted with the virtues of FAULTLESS CASTERS. Its possibilities are so large. Why not start now? We can put a host of interesting facts before you.

Send for Catalog "G"

## FAULTLESS CASTER COMPANY

**EVANSVILLE, INDIANA** 

## FURNISH THE HOUSE WITH FRESH AIR—

Some people want stoves, some want tables, chairs, etc.—but everybody wants fresh air.



## Sanitary Window Ventilators

let the fresh, pure air into the house and keep out direct drafts, rain, dust and snow. They are made in different heights and the width is adjustable to fit any ordinary window opening.

Everybody that has a house, office, factory or any kind of building is a prospect.

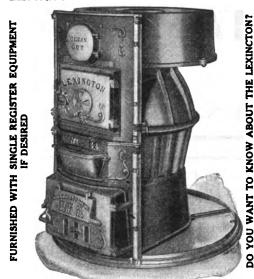
#### Retail at from 35c to 65c

Write for our Catalogue of Continental Window Ventilators, Continental Screen Doors and Window Screens.

## THE CONTINENTAL CO. DETROIT, MICH.



## Everyone Arr FURNACES Should Know About the Practical and Exclusive Features Embodied in the LEXINGTON ALL-CAST WARM AIR FURNACE



We do not make extravagant claims. As a consequence the Lexington proves a pleasant surprise rather than a disappointment. Lexington dealers are enthusiastic. Lexington users are Boosters.

CULTER & PROCTOR STOVE CO. Peoria Established 1863 Illinois

## Lalance & Grosjean Mfg. Co.

Manufacturers of the Celebrated Lines of

Agate (Nickel-Steel) Ware El-an-Ge Enameled Ware

and

Pearl-Agate
Turquoise Enameled Ware

New York

Chicago

Boston

San Francisco

## JENSEN-KING-BYRD CO.

Spokane, Washington

## HARDWARE JOBBERS

UNIVERSAL RANGES **CONGRESS AUTO TIRES** 

GUNS, AMMUNITION, FISHING TACKLE

## UNIOR

With Radium Dial and Hands

The Popular One-day Intermittent Alarm Clock

The Radium Dial for night use and the Intermittent Alarm features make a combination of usefulness which will appeal to anyone requiring an alarm clock. The radium material used on the dial and the hands is of the highest quality, and guaranteed to last several years.



The clock is only 21/4 inches high and has a 2-inch dial. Alarms intermittently in 20-second intervals for five minutes.

The daintiest and most useful clock on the market. Just right to "slip in the grip."

## MORGAN & ALLEN CO.

150 Post Street San Francisco, California

## The Schaw-Batcher Co.

SACRAMENTO. CAL.

## WHOLESALE HARDWARE

Pipe and Fittings **Canton Steel** Ammunition **Sporting Goods** 

Sargent & Co. **Builders' Hardware** Mill and Mining **Supplies Blacksmith Supplies** 

Branch Office

## "KATZ" Surface Floor Hinges

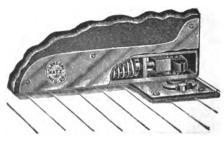
Are slow acting, with a positive holdback feature, when opened to 90°; will INSURE AGAINST ACCIDENT at closing of door. "KATZ" represents Quality,



A BETTER HINGE with A

BETTER PROFIT. Our Catalogue tells the rest.—Write for it to-day.

Main Office-- Pactory LAWSON MFG. CO.





## TOOLS

**Pexto** Stanley Lufkin Klein Marshalltown



**Maydole** Disston

**Yankee** 

Walden

Gathered to Give Service to Retail Dealers

Strevell-Paterson Hardware Co. SALT LAKE CITY, UTAH;

Wholesale only.

H-W- 2

## Wedgewood RANGES

Classic and Capital

MADE FROM



Agents have an ever increasing trade that Quality made.

Join the Ranks— First Step, Send for Catalog 36

Jas. Graham Manufacturing Co.

Largest Stope Makers in the West

San Francisco and Newark, California

## HAMMOND LUMBER COMPANY

## WHOLESALE HARDWARE

## **Specializing in BUILDERS' Hardware**

Sargents Locks and Hardware, Nails, Bolts and Barbed Wire. Beaver Board, Black Rock Board and Upson Board.

Galvanized and Painted Corrugated Iron, Northwestern Expanded Metal Lath. Composition Roofings, Felt Insulating and Building Paper.

Full and complete lines of these materials stocked in carload quantities. We solicit your inquiries.

Offices and Warehouses, Twentieth and Alameda Streets

Los Angeles, California



**BEAUTIFY FURNITURE** PROTECT FLOORS and Floor Coverings from injury by using GLASS ONWARD SLIDING
FURNITURE SHOE
In place of Castors
If your dealer will not supply you

write us.

ONWARD MFG. CO.

### "ANSONIA" NAIL CLIP 10c.



ers of nail nail Clipper. Twelve in a box or 12 on a dicard. Fast cent sales. Big Profit Write

H. C. COOK CO. ANSONIA, CONNECTICUT



# Household Goods and Kitchen Utensils

## New Complete Stock

Glacier Refrigerators
One Piece, Porcelain Lined

Furniture City Refrigerators. White Refrigerators. Enemal Lined

White Mountain Ice Cream Freezers

Gas Hot Plates and Shelves

**Bath Room Fittings** 

Paint and Varnish Brushes

Household Brushes

Viko Aluminum Ware

Wagner Cast Iron Ware

Tin Ware

Japanned Ware

Hamlin and Russell Wire Goods

Universal Electric Percolators, Flat Irons and Cooking Utensils

American Clothes Wringers

Washing Machines

Hand Power

Vacuum Cleaners

Royal Steel

**Enamel Ware** 

Wooden Ware, Chair

Seats. One of Our Specials

The Princess Electric

Iron. Full nickel finish. Guaranteed for 5 years. The price is low

Write for Descriptive Matter on Anything in the House Furnishing Line. Our Prices Will Interest You.

BAKER & HAMILTON SAN FRANCISCO CALIFORNIA

# RUSSWIN

# Locks and Builders' Hardware



We are now carrying in stock a complete line of RUSSWN Locks and Trim in both Bronze and Steel Designs, put up in neat boxes with factory labels and numbers.

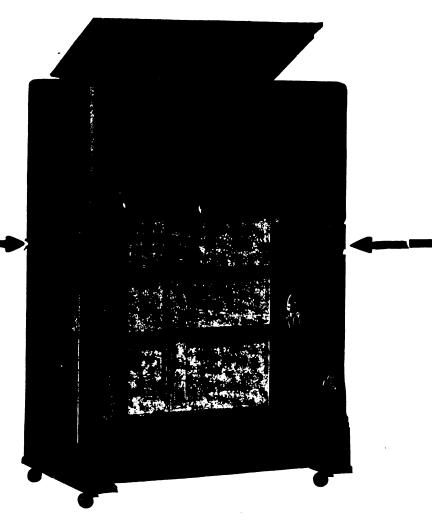
Our stock is complete and ready for delivery.

Place your order now.

Dunham, Carrigan & Hayden Company

SAN FRANCISCO

**CALIFORNIA** 



## THE MONARCH

(Trade Mark Reg. U. S. Pat. Office)

## REFRIGERATORS

Made in Zinc, White Enamel Porcelain and Seamless Porcelain Lined. Handsome Strongly-made, Up-to-date Refrigerators at prices which net you a good profit.

Ash and Oak Cases. Strong, removable Air Flues. Removable Waste Pipe and Trap. Retinned Wire Shelves, bright as silver. Strong Hardware in Roman gold and nickel plate. Good Casters.

An old established line—on the market 25 years. Has always been a good seller in large and small stores, because it looks right and is reliable—there are no come-backs.

"It's the Frigid 'Frigerator''—the "Box that's on the Boom."

Large Stock Carried in Los Angeles

## UNION HARDWARE & METAL CO.

Distributors for California, Arizona and Nevada. LOS ANGELES, CALIFORNIA

Coogle

# NOW READY! Pioneer "Leader" Roofing

Get your order in quick and be prepared to supply the demand for "the biggest value in Roofing ever offered"



WRITE TODAY FOR QUOTATIONS

## PIONEER PAPER COMPANY

Manufacturers Since 1888

247-251 South Los Angeles Street Los Angeles 513 Hearst Building San Francisco

## PIONEER HARDWARE DEALERS OF THE STATE OF WASHINGTON

FORTY-NINE YEARS OF CONTINUOUS SUCCESSFUL HARDWARE MERCHANDISING

## "GOOD SERVICE"



DISTRIBUTING ALL LINES OF GENERAL HARDWARE, SPORTING GOODS AND KINDRED LINES

## THROUGH THE DEALER SCHWABACHER HARDWARE CO.

MAIL ORDERS ALWAYS SHIPPED PROMPTLY

BEST POSSIBLE SERVICE

SBATTLE, WASHINGTON

## A. M. Holter Hardware Company

Established 1867

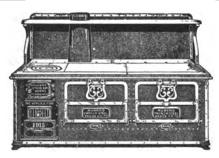
HBLBNA, MONTANA

WHOLESALE

## Hardware, Sporting Goods

Ammunition
Blacksmiths' Supplies
Pipe
and Fittings

Mill and Mine Supplies



## Spokane Stove & Furnace Repair Works, Inc.

Manufacturers and Jobbers of Rubens and Empire French Wrought Steel Portable Ranges for Hotels and Restaurants

Send us all your orders for Firebacks, Grates, Centers, Covers, Waterfronts, Dampers, Knobs, Stove Putty and Stove Polish.

Complete Line Always in Stock Jobbers and wholesalers of repairs. We make prompt shipments.

912-914 First Ave., Spokane, Washington

Phone Main 1790

Send for our order blanks



# ORDER NOW For the Fall Painting Season



House Paints, Interior Finishes
Floor and Step Paints
Barn and Roof Paint
Varnishes

Automobile Enamel

. Bungalow Paint

## Do You Carry WINDOW GLASS?

You should have a stock on hand at all times. We can take care of your wants in the next shipment to you.

## **AMERICAN WINDOW GLASS**

PACIFIC HARDWARE & STEEL CO. SAN FRANCISCO, U. S. A.



MADE IN OHIO, U.S. A.

# ALUMINUM "Real Solid"

## **ANNOUNCEMENT**

The "RHAL SOLID" LINE has been for 20 years, the Strong, well known, dependable Aluminum line of Kitchen Utensils.

Our Policy is and has been to give the dealer goods of such quality that assures him not only his PROFIT, but the housewife's continued patronage. We have now added

## A New Line of

## "REAL SOLID WARE"

This is a Heavy Drawn line STAMPED from heavy tempered Sheets, which is far superior, in many ways, especially in Rigidness and Durability.

We have eliminated unnecessary expense of CAST ALUM-INUM HANDLES, etc., and are putting MORE METAL into the BODY of our UTENSILS.

TRIMMINGS — Tinned Iron, using Double Coated Tinned Iron—The best on the market.

PROTECTED HANDLES—All Coffee and Tea Pots with handles, both curved and straigth bottom of handle is protected with Metal Trimmings, so that it will be impossible for flames to creep up over bottom and burn off handle.

OUTSIDE FINISH—The Same HIGH CLASS polish as heretofore.

INSIDE FINISH—Scratch Finish Superior because it does not show finger prints from handling or dirt, which may accumulate while on dealers' Shelves.

We have added 25 New Items, all practical. This makes the "REAL SOLID" Line the most complete on the market.

Write Today and get our New 1915 Catalog just off the Press.

The Buckeye Aluminum Company

## VARIETY

is our strongest advertising point, because variety is the Jobbers' big talking feature, and the immense line of "UNIVERSAL" casters, are the most varied and compre-



hensive on the market. There is a "UNIVERSAL" caster to meet every desler's demand, and several of our most popular styles are illustrated here. The "UNIVERSAL" Ball Bearing Metal Bed caster, made in 12 distinct sizes, and with wheels ranging from 1 1-16" to 2" in diameter, should be carried in stock by progressive jobbers. Can also be furnished in the "UNIVERSAL" Plain Horn and Non Ball Bearing patterns.

PATRETED MARCE 13, 1900.

The "UNIVERSAL"
Ball Bearing Oblong
Plate caster, has for
years been the Hardware Jobbers' leader
in his caster sales.
Constructed throughout of high grade
steel, with strong
steel axles, and
equipped with large
size ball bearings, enabling the caster to
revolve smoothly and
easily. Made in six
distinct sizes, wheels



distinct sizes, wheels ranging from 1 1-16" to 1 7-8" in diameter, and packed in neat, durable boxes, properly labeled, containing six sets each.



"A product without a peer!" The "UNIVER-SAL" Ball Bearing Grip Neck easter for the past twenty, years has been recognized the standard grip neck caster on the market. Constant improvement in its construction, has without a doubt made this the most complete and highly perfected ball bearing grip-neck caster. Also made in the "UNIVERSAL" Non Ball Bearing and "UNIVERSAL" Plain Horn patterns, in various finishes, with 22 different kinds of wheels, and

can be furnished in 7 distinct sizes. Samples and prices H. W., upon application.

UNIVERSAL CASTER & FOUNDRY CO. GENERAL OFFICES AND FACTORIES

574-600 Ferry Street, Newark, N. J., U. S. A.

Pacific Coast Representative
MR. EUGENE C. SAUL
Monadnock Bldg., San Francisco, Cal.

## ORONA and O. M. C. ALUMISHINE



**Make Satisfied Users of Aluminum Cooking Utensils** 

OBONA for removing all discolorations and O. M. C. ALUMISHINE for polishing burnished surfaces.

One large manufacturer of aluminum states that neither OBONA nor ALUMISHINE need be purchased expressly for cleaning and polishing aluminum. They are excellent for all other metals, also enameled ware, tiling, furniture, porcelain, glass, etc.

"Truly they are marvelous compounds for all cleaning purposes."

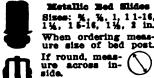


For enameled, china and porcelain bath fixtures, they are recommended by United States Sanitary Mfg. Co. and other manufacturers of high grade ware. Also by the Davis Milk Machinery Co. of North Chicago, Ill.

Orona Manufacturing Company, 224-226 Milk St., Boston, Mass.

## DOMES OF SILENCE

Glide softly, smoothly, silently over any kind of flooring. Save rugs, carpets, floors and furniture. Sizes to fit any kind of furniture.



ure across inside. If square, measure across inside corners.



HENRY W. PEABODY & CO.

Domes of Silence Division 17 State Street - Hew York Wood Bed Slide
These wood bed
slides made to fit %in. Universal socket
Also specially adapted
for heavy arm chairs,
etc.

Fits any wood bed. Pull out the wheel caster; insert this slide.





## PERFECTION DETACHABLE SCREEN DOOR HINGES

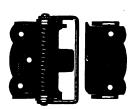
These hinges are easily attached and detached with our new patented locking device. The door can be taken down and replaced in less than half a minute.

Eliminates the annual trouble of "hanging the screens."
Solid When Locked

For sale by all leading jobbers. Write for prices.

THE HARDWARE SPECIALTIES CO.

Wabash, Ind.





## THE PACKHAM Stove Pipe Crimper and Beader

MADE BY

THE PACKHAM CRIMPER CO.

If Your Jobber Does Not Carry It, Write Us



Dumbwaiters and Elevators

Manufactured by Specialists and Guaranteed Send for Catalog and Discounts.

SEDGWICK MACEINE WORKS
136 Liberty Street NEW YORK



HE IS MAKING MONEY! Acquire the same habit and write TODAY for prices.

Schilchter Manufacturing Co.
HAMILTON, OHIO



#### ESTABLISHED IN 1834—THE OLDEST HOUSE IN THE BUSINESS

#### HOTEL TRAYS



Japanned, or Retinned.

"STEEL EDGE" DUST PANS



**High Grade Ware** 



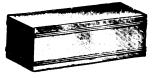
We take pleasure in calling the attention of the trade to our line of

#### "Puritan" Ware

It is the best practical Ware that can be produced

Extra Heavy Dish Pans Recoated Heavy Wired Edge "PURITAN"
ICE CREAM BRICKS
Single or Double Cover.





## "MODEL" BREAD BOXES

Round Corners, Black and Gold or White and Gold.



## **DAIRY PAILS**Extra Heavy, Sanitary



GALVANIZED WATER PAILS.

An increasing demand

shows their Popularity.

Extra Heavy



We manufacture a full line of Bread and Biscuit Pans. Ask our Representatives for our No. 40 Catalogue. These illustrations are but a few of the many contained therein.

Represented in California by

BARRETT & ROSS 91 New Montgomery St. San Francisco, Cal. Represented in the state of Texas by

C. V. MILLARD San Antonio, Texas Represented in the states of Washington, Montana, Idaho, Oregon, Colorado and Utah by

> FRED A. LEE 1626 13th Avenue Seattle, Washington

THE CENTRAL STAMPING COMPANY, New York, N. Y.



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Volume XII

NOVEMBER :: 1917

Number 11

THE WORLD IS THE OFFICIAL ORGAN OF THE WESTERN ASSOCIATIONS

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#### CONVENTION SEASON AT HAND

The season for the annual conventions of the various retail hardware organizations is now at hand. Usually the convention season is ushered in by the annual convention of the National Hardware Manufacturers' Association, as well as that of the National Hardware or Jobbers' Association, which is always held in October of each year in Atlantic City.

Beginning then in November, continuing throughout December, January, February and March, the retail organizations hold their an-

nual conventions.

There has never been a time when it was more important for retail merchants to get together, compare notes and know just what the other fellow is doing, get suggestions and ideas, than at these annual conventions.

Much of the convention proceedings are naturally of an executive nature, and while "HARDWARE WORLD" representatives attend such conventions, it would be a violation of confidence to publish all the suggestions and data that is put forth, much of which is very valuable indeed.

The fact that a number of the Associations hold their conventions during the same month if the entire proceedings of these conventions were published consecutively, would require a publication many times the size of the "HARD-WARE WORLD."

Many of the addresses, which will be quite helpful and interesting, will be held over and

published later.

This is the time when every merchant should consider his own welfare, as well as the welfare of the trade and associations generally, and make a point of attending his conventions.

#### THE PRICE-CUTTER

A merchant who advertises a standard article at a cut price makes it difficult for the public to know the true value of the article advertised.

And when the merchant regains his commercial composure, and again offers the article to the public at the regular price, he sure has an interesting situation to face!

Customers have "poor forgetters," and, in a case of this character, the merchant's expla-

nation fails to explain.

Your competitor is losing nothing, and YOU are gaining nothing, by your riveting your attention on HIM. But your CUSTOMER is losing by reason of this misdirected attention, and YOU are overlooking business.

Your business exists wholly on your net profits. It's all very fine to build up great gross sales, but the ultimate test of your merchandising-advertising methods is spelled in just three letters: N-e-t.

#### "BUSINESS THAT IS DUMB IS DANGER-OUS AND DANGEROUS BECAUSE IT IS DUMB"

Dr. Frank Crane says business that is dumb is dangerous.

He goes a step further. He says it is dangerous because it is dumb.

In further explanation he adds: "When there is power it must exert itself in some way, it must express itself, and in man the normal way is through art, letters, painting, sculpture or music. Hence art is considered a great civilizer because it furnishes an outlet for human energy.''

"Yet it is an outlet, a method of expression which develops and improves the quality of that

The profane person uses oaths because he does not know a better way to express his feelings in words. If he knew the art of speech he wouldn't swear.

Animals not having the power of speech can only give expression to what they feel or mean by biting, howling or tearing. This is the reason all power that is dumb is dangerous.

A great public corporation that serves millions of people and furnishes the necessity of communal life, for years may go along in prosperity, then when it approaches the Legislative Body for some favor or reaches a place where it needs the support of public opinion, it suddenly becomes aware that there is a feeling of hostility among the people toward it.

The first thing its directors do is to get together and exclaim against the ingratitude and the injustice of people, and all this talk arouses

hate, jealousy and envy.

Dr. Crane believes it would do these directors good if they could be made to see what is the matter. They themselves are primarily to blame because in the past they have been dumb. He further believes that a persistent campaign of advertising would have changed all that hostility to friendship.

#### Friendly to Those Who Talk.

He says it is natural for people to feel friendly towards those who talk to them. Human nature is human nature, it can not be changed. If a man in a village or a town never speaks he will be suspected of all manner of Hence a non-advertising corporation, crime. whether big or little, that has nothing to say in the public press, does not talk to the people with whom they do business, or in whom they are interested, is building up a feeling of hatred, envy and suspicion.

Things may seem to go well until the corporation needs help, then it discovers it has foolishly alienated the people. The more power a man or an organization has the more they need advertising as a method of self-preservation.

The path to the purse is publicity.



## What the Liberty Loan Means for Business

CCASIONALLY one hears a pessimist or someone who is not well informed with reference to what the Liberty Loan is, condemn the government for "lending money to our allies" and "taking so much money out of the country." Apparently there are a few who believe this to be true, and perhaps some who claim to be fairly well informed on most matters are misled by such statements.

On the contrary the reverse is actually true, for not one dollar of the immense sums that are being loaned to the allies is taken out of the United States, but every dollar of it is

put in circulation.

It is really calling forth money that has been saved and using it to buy not only food and ammunition, but every line of mercantile business is greatly stimulated—hardware, iron and steel products, farm implements, harness and saddlery goods, clothing, groceries, shoes, underwear, motor cars, in fact, there isn't a single line of manufacturing or commercial endeavor but what is greatly benefited by the Liberty Loan.

This money is really being used by the United States government in placing with the manufacturers, farmers, miners, mechanics, laborers, in fact every line of business, monster orders for all manner of supplies of every description. So when anyone tells you we are "draining our country" of money, that we are sending it abroad, put them down as either an ignoramus or one who is intentionally trying

to mislead the people.

It all comes back to us in the shape of purchases of supplies. This means that the whole business machinery of the country must run at a higher speed than ever before. The loan itself is a mighty stimulus to hundreds of lines of

business.

That is exactly what the tremendous financing the needs of this country and the Allies now in prospect means. No one need be misled by the use of the word "loan" in connection with our aid to the Allies. We are not lending them money to take away and employ in purchases elsewhere. What we are giving them for the most part is a countersigned order for the products of our fields, factories, forges and mines.

That much from a material standpoint. Aside from that surely there is no American who has kept informed with reference to the development of European affairs, but knows that unless the Allies are successful in this war Germany will endeavor to collect the entire cost of the war from the United States.

Even if the amount was given outright to the Allies to help them in winning the war, it would be the cheapest kind of insurance both from a life and property standpoint. A BOOK EVERYONE SHOULD READ

We want to recommend to each of our readers, no matter what views they may hold with reference to the war, to read a book that was written and published three years before the war begun. It was published in 1911, written by Count von Bernhardi, a general of the German army. It is entitled, "Germany and the Next War."

No matter what views you may hold, you will be interested in the German psychology, in getting their point of view, and you will understand their reasons for doing the things they have done. It is an almost exact prediction of what has been their aims and what they have tried to accomplish.

Read it for yourself, form your own opinion, and you will understand what it is that

the world is contending against.

#### MERCHANT'S GOOD ADVICE

"I tell my clerks that they should try to study every article in our stock. I ask them to

learn our stock 'by heart'.

"I have to learn the stock that way. Sometimes my clerks 'fall down' on a customer. Then I take hold and make the sale. They ask me why I can do it. I tell them: 'I know the stock'.

"Knowing your stock is everything. Fine talk won't replace. Cut prices won't make up for it. Arguing with the customer till you're black in the fact won't fill the gap caused by not knowing your stock in any line."

#### "PATRIOTISM THAT COSTS NOTHING OR SHOWS ONLY A PROFIT IS NOT THE WINNING KIND"

Our watchword must be no unreasonable profit. It is fully appreciated that the wholesale grocer's margin of profit is ordinarily very small indeed, that no one is guaranteeing you against declines, and that an unusual profit if gained upon one article is frequently offset by losses on another item, but during this war the people must have food at the lowest possible cost or the only result will be disaster to us and to all. You should not carry large or unusual stocks. Your competitor, perhaps, may not always make the sacrifices you do. He may carry large stocks, or hoard, and may make large profits, and his profits, unless perchance the market is against him, will be in part at your expense, but your country and her Allies, their masses of workingmen and women who must have food at fair prices and be protected from want, if we are to win the war—these are the ones who will profit most by your bit toward victory.—National Wholesale Grocers' Association.



## Trade Acceptance Minimizes Business Risk

Method, Practically Unknown Until Recently in This Country, Possesses Advantages For Merchants

By Edward E. Adams

HE trade acceptance is a draft—or "bill"
—drawn by the seller upon the buyer and
by him "accepted" by writing that word
upon its face and signing. It is payable at the
date and place named in it. It is the customary
method of settling wholesale accounts in some
countries and practically universal in international trade when credit is given, but with bank
acceptance preferred.

The trade acceptance was practically unknown in domestic trade in this country until recently. In the loose way of transacting business usual in new countries, trade was conducted by open account, which by habit has persisted until the present time. Much effort is now being expended to introduce the trade acceptance in this country. In the end its use must become general, as it is where trade is better organized, profits smaller and risks more carefully avoided. In the end it must prevail because it minimizes business risk.

This is true because any concern entitled to and receiving credit will be more careful in buying if, instead of getting its goods on open account, nominally due in thirty or sixty days, but which is not necessarily paid then or at any particular time, it gives an undertaking to pay on a certain date, has no idea who will be the owner of the paper at maturity, but is certain that it will be promptly presented for payment, presumably by some bank, at the appointed time. Failure to pay promptly impairs—and may destroy—credit. And that makes buyers cautious.

Obviously, all sellers, as such, desire the trade acceptance. It minimizes losses by bad debts and is always available for discount at one's bank, and is therefore, less discount, equivalent to a cash sale, thus enabling a larger volume of business to be done with a given capital. Such paper, if so drawn as to show that it is given in payment for merchandise for resale, is greatly desired by banks, and especially by members of the Federal Reserve System, because they can themselves rediscount it at a lower rate at the Federal Reserve Bank. That assures, when business is active, a rapid turnover of capital at a small profit, which is the most desirable bank business. The trade acceptance is also advantageous to sellers by reducing bookkeeping and the cost of collections, which is greater than the discount on acceptances.

If merchants were all sellers and never buyers, the trade acceptance would be universal.

Unfortunately, all sellers are also buyers, and as buyers they are inclined to shy at the trade acceptance. By joining with the retailers, many of them do not know how promptly they may be able to themselves collect, and suspect that, should they seek to fortify themselves by asking the customer to give a "bill," say for a suit of clothes, the customer would have a fit and vanish for evermore. And there is probably ground for the suspicion. And yet, logically, the system should begin right there.

Many retailers, and some wholesalers and manufacturers, have not the capital sufficient to carry open accounts on the selling side, and give written acceptances on the buying side. Doing business with inadequate capital is the American business failing, and the greatest cause of business instability.

The use of trade acceptances in buying would require greater scrutiny of credits in selling, which in this country would doubtless tend to turn away customers. Merchants do not like that, and, strange to say, the financially weakest like it least of all. They desire to do all the business possible, that their books may show apparent prosperity and help their standing with their banks, and, with American optimism, hope they can collect. For this reason the trade acceptance will come rather slowly into use in this country, but it will come.

And when the practice becomes so thoroughly established that merchandise can be got only on such terms, a good many struggling concerns will be put out of their misery by a death which will really be a blessing to themselves and their creditors.

The process will begin—is, in fact, beginning—with the financially strongest firms, including those who habitually discount their bills. But the trade acceptance, when it works both ways, is better than discounting bills, because it increases the volume of business which may be safely done with a given capital. For those who borrow, the trade acceptance is better for the bank than the usual note, for it has two names and a broader market. It should assure a lower rate of interest.

The general use of trade acceptance will come about by discounts by sellers to buyers, who pay in that way sufficiently to make it an object to all who can possibly arrange to bind themselves so tightly. And the greater the inducement, the more rapid will be the change. Without such inducement the change will be very slow.

## How Can the Dealer Increase His Profits?

By R. O. Morgan.

LL dealers associations have for some time been advocating note settlement for all complete goods taken from the dealers' store and relegating to the discard the old "charge it to John" methods of yesterday. They are now also recommending the next step, the discount of these notes with banks, if necessary in order to take advantage of the cash discounts offered by manufacturers and whole-salers.

The securing of interest that was formerly lost on open book accounts and the loss of cash discounts on purchases perhaps does not look like such a large saving to those who have not analyzed it carefully, and figured out just what percentage it bears to the capital invested in the business. Most of us are too prone to superficial estimating rather than intensive analysis.

We believe all will agree that a first mortgage loan drawing an average rate of interest is a good investment, but it will not net the dealer a whit more profit than the taking of interest-bearing notes on long time sales—as we believe the following analysis will fully show.

Take for example a dealer who invests \$8,000 cash in his business. Statistics show that such a dealer turns his capital three times a year, which would mean an annual volume of \$24,000. Ordinarily about one-third of this volume is cash or very short time sales—\$8,000, leaving \$16,000 worth of business which he does on long sales terms.

The average time on this \$16,000 is six months. If the dealer gets note settlement on all of these long-term sales at 6 per cent per annum, it amounts to \$480, which on the surface may not appear like a large saving, but figure the percentage that this \$480 represents to the cash invested in the business of \$8,000, and it represents 6 per cent, just as good a return as if the \$8,000 had been invested in a first mortgage loan, besides making for the dealer his legitimate sales profit.

If discount dates on his purchases arrive before the dealer has been able to make sufficient collections himself to meet his obligations, he has another recourse open to him in order that he may save his discounts. Having in his possession the good, interest-bearing notes covering the long-term sales, he is in position to take these notes to his banker and get the money for them, either by discounting them or putting them up as collateral security.

On a sale of \$24,000 figuring a 25 per cent sales profit the net cost of the goods purchased would be \$18,000 — of this amount probably \$3,000 covers repairs or other items not subject to discount, leaving \$15,000 of purchases sub-

ject to an average discount of 5 per cent—representing \$750 of discount—again figure percentage to investment of \$8,000 and find 9% per cent.

Summing it up, it will readily be observed that the dealer who takes note settlements bearing interest and who discounts all of his purchases, makes a profit of 153/g per cent on his investment, over and above the dealer who does not take note settlements and does not discount his bills.

Figuring it the other way around, it will be observed that the monetary saving is \$1,230, or 51/8 per cent of the volume of sales, \$24,000—showing that this dealer can do business for 51/8 per cent less than the other fellow, other things being exactly equal.

Perhaps a more comprehensive method of showing the above might be illustrated by the following table:

 2/3 Long terms
 16,000.00

 \$24,000.00

 Average time on long term sales, 6 months—6 months at 6% per annum on \$16,000.00 .\$ 480.00
 \$480.00 is 6% of investment of \$8,000.00.

 Annual sales
 \$24,000.00

 Approximate sales profit 25%
 6,000.00

Approximate cost of goods ......\$18,000.00
Probable amount not subject to discount .... 3,000.00

#### TEN BUSINESS MAXIMS

- 1. Keep human; business depends on the human equation.
  - 2. Courtesy is the first law of business.
- 3. The knowledge of a woman's name is the open sesame to her confidence.
- 4. Don't expect interest if you are not ready to show it.
  - 5. Artistic display of goods is half the sale.

    6. Every dollar invested in a good clerk
- Every dollar invested in a good clerk will return a hundred fold.
  - 7. A good location is money in the bank.
- 8. Variety is the spice of shopping.
- 9. Price, style and quality are all greatly to be cherished, but the greatest of these is style.
- 10. It is not always the butterfly who buys the most goods.

If ashamed of your business, keep it dark.



## What Does Your Customer Expect?

HE average retail merchant is careless in getting the view point of his customers. Too often this is the attitude of the average sales clerk. This is particularly true when it comes to appealing to the trade of the women folks, for the average salesmen or saleswomen often forget to show the common courtesies and accommodation, which they appreciate when the position is reversed and when they are the prospective purchaser.

#### Pleasant Manners Count Much

If you consider the matter at all, you will realize that the people with pleasant and agreeable manners who try to serve you, who are interested in selling you something that will please and satisfy you, and will give you service, are the people from whom you buy.

These people you remember on account of this service and courtesy, because it is so unusual it stands out in your memory. You seldom forget when you are shown such attention, when people are intelligently helpful and pleasing, and never familiar or rude, no matter what

the provocation may be.

Then again, one's appearance counts for much. No one likes to deal with a slovenly, slouchy person, whether in dress or person. It doesn't cost anything to be neat, clean and to

have a well-kept appearance.

It isn't necessary for one's clothing to be expensive in order to make this appearance.

Then too, sales people should be kept fully informed about what the policy of a store is, as to what stock is carried. Customers have a right to expect intelligent information, and discourteous answers or a don't care attitude is one of the worst drawbacks to holding a .customer's trade.

When a clerk is asked for a certain article, if there is any better brand or any cheaper brand, whether he is ignorant or not, if the proper answer is not given, the customer becomes disgusted and will frequently leave, not only without making a purchase, but will never return.

Sales people must be taught to know their merchandise. They must become expert in the uses to which goods are to be put, and know something of what it is intended for. Clerks can not know unless they are taught, but their interest must be aroused. They must understand an article so as to be able to demonstrate it if necessary, to make a sales talk on the quality and comparative value of what they are selling in comparison with anything else that may be brought up.

Another important point is that sales people must be absolutely honest. When a clerk is trying to give false weight or misrepresenting values, there is nothing that will drive trade

away quicker than to have a customer get such an idea, whether it is intended or not.

It doesn't take long for a dishonest policy of a clerk or a store to become known in the community.

Another thing, customers generally like to have suggestions; they appreciate information. When you find a thoughtful person, one who is bright and quick and can make suggestions, or offer ideas, you will notice that ninety-nine times out of a hundred the customer will seek such a clerk, as they are glad to have such suggestions, especially when it pertains to laborsaving devices, or something that will economize in time and work.

Another point is that too many clerks are ignorant of the advertising policy of the store. They don't know what is being especially advertised, or what is being offered in the local papers. It should be made a rule that every clerk should read the firm's advertising as soon as it is issued. Many of the large stores have the advertising on a bulletin board in various places in the store, and insist that the advertisement should be read by all their clerks.

The educating of sales people in encouraging their ideas and suggestions, is one of the best investments a merchant can make.

#### THE TOWN OF DON'T-YOU-WORRY

There's a town called Don't-You-Worry, On the banks of River Smile, Where the Cheer-up and Be-Happy Blossom sweetly all the wnile. Where the Never-Grumble flower Blooms beside the fragrant Try, And the N'er-Give-Up and Patience Point their faces to the sky.

In the valley of Contentment, In the province of I-Will, You will find this lovely city, At the foot of No-Fret hill. There are thoroughfares delightful In this very charming town, And on every hand are shade trees Named the Very-Seldom-Frown.

Rustic benches, quite enticing. You'll find scattered here and there: And to each a vine is clinging Called the Frequent-Earnest-Prayer. Everybody there is happy, And is singing all the while, In the town of Don't-You-Worry, On the banks of River Smile.

A blind man, with head full of sawdust, could get orders by price-cutting.



## "Keep Business Going" For Our Country's Sake

By John Wanamaker, Philadelphia

UR country, prosperous, can pay our war costs as they come and have enough left over to aid our allies. Our country, unprosperous, with business halting, money hoarded through fear or false economy, will be hard pressed to keep food on the table and clothing on the back.

Keep Business Going

is a patriotic slogan. Keep money in circulation. Keep wages good. Keep on making money, that we may have money to spend for war sacrifices.

The worst thing that could happen to the world these days would be a business depression in our United States.

War in itself does not cause business depression.

The billions of dollars of money to be expended in war preparations will be put into circulation in our own country, and this in itself will create new wealth for use in the world struggle for humanity.

The one thing that might halt business now is an unpatriotic psychological feeling of panic and a false idea of patriotic economy.

Patriotic Economy

Patriotic economy means the elimination of waste and extravagance. It means the conservation of our food products, our natural wealth, our health, our energies, our labor, our very lives. It means putting more efficiency into everything we do, so that each unit of money, energy and intelligence may accomplish the utmost.

Patriotic economy does not mean the lowering of America's standard of living, which would make us less efficient physically and mentally, nationally and individually, and would kill the spirit and the will to do the truly self-sacrificing things to be done.

Cities and communities must go on with their civic improvements. Road building and public works must proceed. Railroads must renew their equipment. Factories must be kept going to their full capacity. Labor must be employed. Homes must be kept up. Merchandise must be produced, distributed and used.

War duties and war expenditures must be in addition to peace duties and peace expenditures. The more we do the more we can do. The more money we spend the more we will have in our pockets to spend. Money creates money.

In a word, the natural sane life of the country must proceed as though we were not at war, in order that we may have the necessary prosperity to promote the war to a quick and successful conclusion.

President Wilson sounds the keynote in this sentence: "It is evident to every thinking man that our industries, on the farm, in the ship-yards, in the mines, in the factories, must be made more prolific and more efficient."

Our industries can be made more prolific only if the people buy and use the merchandise produced by our industries. Manufacturing slackens when business slackens. Manufacturing grows in a prolific way when business grows. And business can grow and remain healthful only when people buy and keep money in circulation.

Business Is Going—Strong

Business is going! In the east, the west, the north, the south, the country is prosperous. Last month's increase in business was very large. Banks may wait in their operations until the government bonds are assimilated. People may pause temporarily in their outfitting to arrange to meet the new conditions. But the unloosing of billions of dollars will unloose a flow of prosperity absolutely necessary to sustain the world's burden.

Governments set the pace in their expenditures.

Individuals must not lag behind. Seven billions of dollars to pay is only \$70 per capita in the United States. Yet seven billions of dollars, put to work at six per cent—a fair estimate of the producing power of money—will create \$420,000,000 of new wealth.

The income tax we pay will not be a tax on prosperity, but a spur to prosperity. Every dollar the individual pays out will come back to him with interest in the general prosperity of the people.

Keep business going—for our country's sake. War cannot be waged and won without the sinews of war.

#### KEEP GOING!

Those fanatical pacifists and pro-Germans who were fond of saying that this is a "Wallstreet war" and "a rich man's war" would be at a loss to explain the Senate bill which provides that a man with an income of \$1,000,000 will pay more than half of it to the government. He will be asked to contribute \$500,000 as a surtax under the new law, \$110,000 as a surtax under the old law, and \$40,000 as a normal tax under the old law, or a total of \$650,000. One manufacturing magnate, whose personal income last year was said to be \$50,000,000 would have to pay \$30,000,000. He will be able to rub along on what is left, but the figures knock the bottom out of the "rich man's war" superstition.



## Getting 'Em 'Round the Corner

## Suggestions for the Merchant Whose Store is Not on Main Street

By Frank Farrington

HE big hardware store on main street doesn't have to worry about how to get customers to come that way, because that is the section people frequent when they are out to buy. The more stores there are grouped together, the more people and the more trade there will be attracted to that locality. Business follows the crowd.

It is easy to see that these things work to make it harder for the man in the small store on the side street to get business. The store around the corner has to draw to it people who are not ordinarily passing that way. It must get people to come there on purpose to patronize that store.

The big problem with the side street hardware store is how to get people to leave the regular shopping section and come around there. It means that people must be given a reason for coming. They must be made to want to come.

It is easy to say that the side street dealer can offer price inducements and in that way get trade, but it must be remembered that mere price cutting is not a short road to business success. You have to make a profit, and very likely prices are cut to the bone on many lines already, and by the Main street stores.

Still the price matter must be a feature of the pull exerted by the dealer around the corner. Expenses are less on the side street. Rents are lower. It costs less to do business there and there are ways in which this saving can be made to help get trade.

#### Don't Cut Prices on Standard Lines

The price reductions should be on goods that are not standard in every store, because to cut a price on a standard, nationally-advertised article simply means that the cut will be followed by all hardware stores in town and in the end the cutter will have gained nothing at all and everybody will lose that much net profit.

Instead of a cut on a well-known article like that, offer price inducements on specials, goods bought for special sale purposes, and on articles that are not branded with standard names. Then, in making the special price a feature, don't cut too deep. You are out to get trade by showing people that by trading with you regularly, you can save them money. Small savings on many purchases will effect this without attracting much attention from competitors, while a big cut on a few things will mean counter-cutting by the Main street store.

#### How to Lower Prices

Make your prices lower, but not so much lower as to attract at once the jealous attention

of the big competitor. If your selling expenses are 18 per cent on the side street as compared with 25 per cent in the case of the Main street stores, it does not take a prophet to see that you can sell goods closer than the other fellow. The only thing to consider is how you can do this without immediately bringing the other fellow right down to your price level. He will have to come, you know, if there is much difference, even if he loses all his profit in doing it. He might as well lose his profit as to lose his business.

Cheaper selling at a profit must begin with the buying end. You will have to keep your eyes open for specials, for odd lots, for bargains. I do not mean by this that you are to build up a stock of seconds and defective goods bought cheap because of their lower value. I mean that you need to have a few of those goods to sell where something cheap will answer the customer's purpose well enough and save him some money. I mean that it will be worth while to have a few bargain goods to attract interest, even though you do not sell many of them, but are able to sell the standard goods because customers will see their better value when they compare the two kinds.

#### Small Savings Attract Trade

It is perfectly logical for the side street man to rebate his trade some of the saving due to his location. It costs his customers more to do business with him. It takes their time and their energy to go out of their way to buy. They will not do it without reason. Suppose you can afford to give the trade prices three per cent lower because of your side street location. Instead of going right down the line and cutting all prices that much, why not issue a cash rebate to every customer, simply giving back in all cases three per cent of the sum paid, explaining that this is a location rebate, a sidestreet rebate? If you meet all competitive figures and then on top of that issue your little location rebate, you pay the customer for the time taken to come around the corner.

These are days of economical buying. People are scrutinizing prices as never before, because costs are so high. If you show the public that you save the buyer three cents or five cents, you get the business. It is not necessary to advertise prices cut in half. It is not necessary to resort to exaggerations. Small savings are enough to attract buyers without being enough to get the big store on Main street excited about your figures.

Every customer who comes in can be sent away with a realization of the advantage of buying from you, if you will. "These cut nails



are so much a pound, Mr. Brown. You have to pay half a cent more on Main street." Mr. Brown welcomes that saving. Mr. Green takes home some copper rivets and opening the parcel he finds a slip of white paper on which is written with a blue pencil, "These copper rivets cost you so much. The price on Main street would have been five cents more." Mr. White, passing the side-street hardware, sees in the window a card reading, "These aluminum kettles, \$3.48 each. Same quality \$3.75 on Main

The constant reiteration in this way of the difference between prices in your side street store and those on Main street is going to have its effect. The customer can easily prove the truthfulness of your quotations if he happens to be in doubt. The savings are small, but obvious. It begins to look to a man as if he was going to be ahead just that much if he trades with you. He talks about these price differences to his friends and acquaintances, and the news spreads.

#### Write Letters to Prospects

The side-street dealer always has the opportunity of writing letters to possible customers. To this end he ought to accumulate a list of people who might be influenced to patronize him, people living near the store, people living where they do and easily can pass his store in going and coming. This latter class is a particularly good prospect list.

The hardware dealer who is trying to build up a business has time every day to write one or more letters to people he thinks should be buying from him. If you haven't a typewriter, write them with pen and ink. Make them personal. Something along the following line may fit your need:

Dear Sir:-You know there is money to be saved

on the cost of hardware store goods by careful buying.
That means that if you take pains to find out
where you can buy to the best advantage, you can make your money last longer and make it buy more.

It costs me less to run my store than it would if I had a big place on Main street. Of course I can sell cheaper on that account.

You have been paying — for wood screw you have bought any on Main street lately. - for wood screws, if in street lately. My

Every day I put into the window some article priced a little under the Main street prices. Every day there is something different there.

I don't make mere leaders of these goods and then make it up on you in some other line. I undersell Main street all along the line.

These little savings, you know, are what count in the long run and, goodness knows! it's going to be a long run to where prices will be down to low ebb

Well, you haven't time to read a long letter, but you may be willing to come down Third street the next time you come down town, or else go home that way and see what we have to offer. Cordially yours,

Does that suggest anything in the way of a window campaign to get trade? Writing two or three letters a day along that line will reach a lot of prospective customers in a year, and do it without much expense.

You will notice the letter is written in the first person. You who run a small store do much of the selling yourself. The store is a personal matter with you. With you a customer is a personal visitor whom you meet at the door perhaps, and part with at the door. Did you ever stop to think that that is just what people like? When you go into a store to buy, don't you like to do business with the proprietor, rather than with any of the clerks?

You know that when you are talking to the boss you are talking to somebody who knows, and if you want information from him, you get it without his being compelled to go and ask someone higher up. There isn't a man in your town who wouldn't be willing to take a few extra steps to buy in a store where the boss himself would wait on him and take a personal interest in his purchases.

#### Small Stores Make Most of Personal Element

So, if you advertise and write letters in the first person, you make people feel that they are going to meet you and do business directly with you when they come in. The personal element is getting and holding trade today in thousands of smaller stores, while the bigger stores are trying to fight this condition with more elaborate displays, more expensive methods and with price slashing, but the personal element will be found to pull harder than these other attractions.

If you make a personal friend of a customer he will come around not merely one, but a dozen corners to get to your store, and he will tell his acquaintances about you, and he will bring them to your store. The personal element is the best business getting proposition for the side-street store. If you are a crabbed, uncongenial cuss, a poor mixer and a businessis-business man, with no real interest in your fellow human beings, you have not the making of a success in a store around the corner, or of a small store anywhere. The only place for you is somewhere where you do not come in contact with folks, but do all your business with machines.

It is not always the financial appeal that brings people out of their way to patronize a store. Service is the big word nowadays in merchandising and service you can give.

You can give the customer the personal attention he wants. You can see that the clerk gives each individual that attention, too, because the clerk is working right under your nose. You can see that every parcel that goes out is properly tied and wrapped. You can see that goods sold leave the store in perfect condition. You can give your personal attention

Retail Selling Prices in This Issue Are Revised Up to the Time of Going to Press.

to all complaints. You can meet the farmer at the curb and make him your friend. You can see that the waiting patron has a seat. You can hand out a cigar now and then where it will help. You can make your personal help and advice to customers worth enough so that they will realize they might better pay you a little more money rather than forego the advantages you offer.

#### Business Comes to the Man Who Goes After It

If you expect to open a small store around the corner and develop a business on a waiting basis, you are doomed to disappointment. The old saying that "Everything comes to him who waits" does not apply to building up a hardware business around the corner. You will have to go after the business, and since you cannot afford to go after it with costly advertising, since you cannot use newspaper advertising if yours is a large town or city, you will have to use other means.

Use your personality, your windows, your letters, adding to that all the help the manufacturers of well known, nationally-advertised goods will give you, and you will make good.

#### SERVICE

We're very fond of written speech;
We've spent a lot of years in gleaning
All dictionaries have to teach

Of words and phrases and their meaning. We've tried our best to stuff our brains With terms that we believed worth knowing

But we have cracked beneath the strain; This "service" thing has got us going.

It's "service" here and "service" there;
The butcher brags that he supplies it;
In ads and adlets everywhere
The iceman and milkman advertise it.

You find it in the magazines

In many a full-page boast and puff. It's sold with cheese and beer and beans, But what in blazes is the stuff?

The men who peddle motor cars
Have got fanatical about it;
You buy it with five-cent cigars,
You never see an ad without it.
The haberdashers give it free

With all the socks and ties they sell you, But what the Moses can it be,

Is more than any one can tell you.

It's "service" this and "service" that;
The millers mill, the bakers bake it,
You rent it with a Harlem flat,
The very cocktail mixers shake it.
You never see the thing around,
But it's the best of all devices
That modern business men have found
To plug the game of boosting prices.

## THE PARABLE OF THE PRODIGAL FATHER

And He said, "A certain man had two sons, and the younger of them said to his father, 'Father, give me the portion of thy time, and thy attention, and thy companionship, and thy counsel and guidance which falleth to me.'

"And he divided unto them his living in that he paid the boy's bills, and sent him to a select preparatory school, and to dancing schools and to college and tried to believe that he was doing his full duty by the boys.

"And not many days after the father gathered all his interests and aspirations and ambitions and took his journey into a far country, into a land of stocks and bonds and securities, and other things which do not interest a boy, and there he wasted his precious opportunities of being a chum to his own son.

"And when he had spent the very best of his life and had gained money, but had failed to find satisfaction, there arose a mighty famine in his heart, and he began to be in want of sympathy and real companionship.

"And he went and joined himself to one of the clubs of that country, and they elected him chairman of the house committee, and president of the club, and sent him to the legislature.

"And he fain would have satisfied himself with the husks that other men did eat and no man gave unto him any real friendship.

"But when he came to himself, he said: 'How many men of my acquaintance have boys whom they understand and who understand them, who talk about their boys and associate with their boys and seem perfectly happy in the comradeship of their sons, and I perish here with heart hunger. I will arise and go to my son and will say unto him, "Son, I have sinned against Heaven and in thy sight, and am no more worthy to be called thy father. Make me as one of thy acquaintances." And he arose and came to his son.

"But while he was yet afar off his son saw him and was moved with astonishment, and instead of running and falling on his neck, he drew back and was ill at ease. And the father said unto him, 'Son, I have sinned against Heaven and in thy sight. I have not done my duty by you, and I am no more worthy to be called thy father. Forgive me now and let me be your chum.'

"But the son said, 'Not so. I wish it were possible, but it is too late. There was a time when I wanted to know things, when I wanted companionship and advice and counsel, but you were too busy. I got the information, and I got the companionship, but I got the wrong kind, and now, alas! I am wrecked in soul and in body, and there is nothing you can do for me. It is too late, too late, too late'."—Kansas S. S. S. Journal.

## WHEN EDITORS "TELL THE TRUTH, THE WHOLE TRUTH AND NOTHING BUT THE TRUTH"

A country editor got tired of being called a "liar" because of an occasional typographical error or slight disarrangement of the facts in publishing a commonplace news item. In his wrath, he announced in boldface black type as follows:

"A lot of people in this town fall out with the editor and brand him as a liar when the ordinary human mistakes of life show up in a newspaper. You have a little charity and fellow feeling for every man in town but your editor. You claim that you want the facts, and -d if I don't give 'em to you. Read the next issue of this sheet and you'll see some facts with the bark off. I'll admit that I have been a liar, an editorial liar, ever since I have been editing this sheet, but I have never printed a lie in these columns except to save somebody's feelings from being hurt. I'm not afraid of any of you and I'll be dad blamed if I don't print the plain truth from now on, or until you get out of the habit of calling me a liar every time I make some little unavoidable typographical error. Watch my smoke."

Here are some paragraphs culled from the next issue:

"John Bennin, the laziest merchant in town,

made a trip to Belleville yesterday.

"John Coyle, our groceryman, who voted with the republicans in 1896, and consumes more mail-order whisky than any other member of the Baptist church in this county, is doing a poor business. His store is dirty and dusty. It is a wonder he has any business at all.

"Rev. Sty preached last Sunday night at the Christian church. His sermon was punk and uninteresting, except some stuff he quoted from Bob Ingersoll, for which he failed to give Bob any credit. He also recited a few passages from one of William Elbert Munsey's sermons and had the gall to palm it off as his own.

"Dave Chartier died at his home two miles north of this place, last Thursday night. Dock Holderness, who is an old friend of the family, attended him a few minutes before he expired. He gave it out that Dave died of heart failure. That is a lie. Dave died from drinking too much of a very poor grade of mail order licker. This paper prints the truth.

"Tom Spradlin married Miss Cordie Meador last trades' day at the county seat. It ain't generally known, but the marriage was brought about mainly by a Remington shotgun manipulated by the bride's father; Tom concludin' that marryin' was the healthiest thing he could do until other arrangements could be made.

"Roger Lloyd, cashier of the State bank at Willow Grove, died Wednesday evening and was buried Friday by the Odd Fellows in Pleasant Mound cemetery. He has been taking this paper seven years and so far hasn't paid us a cent; we thinking that he, being a banker, would pay some time. We will sell the account for two bits' worth of fresh greens.

'Married: Miss Susie Scruggs and Horace Guffin, last Saturday, at the Methodist parsonage, Rev. James C. Williams officiating. The bride is a very ordinary town girl who flirts with all the traveling men she meets and never helped her mother three days all put together in her whole life. She is anything but a beauty. resembling a gravel pit in the face, and walks like a duck. The groom is a natural-born loafer and bum. He never did a lick of work until his stepdaddy run him off from home last fall. He went to the county seat, and just before starving to death, accepted a job as chamber maid in a livery stable. As soon as his ma found out where he was, she went and got him and brought him home. He now resides at the home of his wife's father, and says that he has no definite plans for the future. Susie will have a hard row to hoe.

#### THE BOY WHO HAS NO PULL

George Eastman of Rochester, New York,

told this story:

"The widow of an old friend of mine came to see me in the interest of her son. 'I've been wondering,' she said, 'if you can't help my son. I am so much interested in the young man, and I felt sure you would be willing to help him. The trouble is, he has no "pull," and he tells me that he has found out he can't do anything without a "pull." He's been trying hard, too; he has his oar in, but doesn't seem to get anything worth while."

"I told the good lady that I had more sympathy for the young man than I had for her.

I put it something like this:

"This boy of yours, when he was a little fellow, had nothing to do but play. Your idea and your husband's idea was to safeguard him and save him from the rough corners of this world. You pampered him; he had no chores to do—like the boys of thirty years ago. He didn't have to carry the wood in and fill the wood box for his mother, and now, as you yourself say, he has his oar in but he has no 'pull.' I think you have stated the case exactly.

"And now, the time has come when somebody else must do his 'pulling' for him. Our cities are filled full of steam-heated incompetents, looking for somebody with a 'pull' to do their 'pulling' for them. The only 'pull' that counts in this world is the 'pull' that is 'pulled' by the man himself. Inherited 'pull' is no 'pull' at all. 'Pull,' much as I regret it on your son's account, Madam, is not a noun; 'pull' is a verb.''

Retail Selling Prices in This Issue Are Revised Up to the Time of Going to Press.

## An Active Ohio Manufacturer

#### Exemplification of the Saying That It Takes a Busy Man to Accomplish Results

Cleveland is the way every proud resident of Sixth City Ohio's metropolis refers to one of the greatest manufacturing centers in the world.

To the uniniated that merely indicates that at the time of the last census, Cleveland was ranked sixth in population, but you will not find an Ohio resident, but who will be perfectly willing to admit that when it comes to the importance of its manufactures, and as a great industrial center, that it should rank among the first.

The suggestion has been made, however, that a very proper designation would be Cleveland and this would not require any explanation among the hardware fraternity, for everyone knows exactly to what that refers.

We do not know who is responsible for this abbreviated trade mark of Peck, Stow & Wilcox Company (Pexto), but there is no denying the responsibility of the men whose wonderful genius has enabled their famous products to encircle the globe.

Perhaps if Lyman H. Treadway, the president, was asked as to the part he has had in the development of this institution, he would not claim much of the credit—that is because of his excessive modesty.

But that does not prevent those who know

from having a different opinion.

A native of New Haven, Conn., descended from a strain of New England and Pennsylvania ancestry, for thirty-six years he has been actively connected with this great institution, and its chief executive since July, 1911.

#### Merit Recognized

Through various stages of employment, advancing as his ability and merits were recognized, manager of the Cleveland branch, vice president of the company, he has literally worked his way from the ranks to the head of the business for which he is so eminently fitted.

Mr. Treadway is a firm believer that diligence in one's own business should not monopolize his entire time to the exclusion of everything else, and many of Cleveland's enterprises have benefitted by his active interest.

He has not been so busy with commercial activities to overlook his responsibilities as a citizen, and has served as deputy chairman and director of the Federal Reserve Bank of Cleveland since its establishment, is associated with the management of various institutions, hospitals and kindergartens that attest his interest in everything pertaining to the welfare of his fellow citizens.

He has served as director of the International Manufacturers Sales Company of America, president of the Cleveland Chamber of Commerce, of the Euclid Club, Union Club, and Masonic Temple Association. At present he is trustee for the Western Reserve University, St. Luke's Hospital, the Cleveland Day Nursery and Free Kindergarten, and Hiram House. His identification with the New England Society, the American Society of Mechanical Engineers and the American Academy of Political and Social Science all attest his universal interest.

His unusual executive ability and excellent business judgment, his study of and thorough acquaintance with all conditions of the hardware trade, added a new strength to the institution since he begun to assume a greater part in the management of the Peck, Stow & Wilcox Company, who are known as one of the largest producers of high-grade tools and machines, as well as manufacturers of builders and general hardware. They have had an unbroken and splendid history, dating from the time that Seth Peck began manufacturing tinners tools, in 1819, and with such men at the head as Mr. Treadway, and his co-workers, it is safe to assume that its progress will continue and the heritage of its good name and reputation will be a valuable asset to those who will some day be called upon to assume its direction and management.

Mr. Treadway typifies many of America's manufacturers, who are so ably assisting the government in its present war activities.

Hon. W. A. Holman, premier of New South Wales, recently said in a public address, that America had not made one-twentieth of the mistakes in the war other countries had, due to the fact that business men had been called to direct the business affairs of the nation instead of leaving it in the hands of politicians.

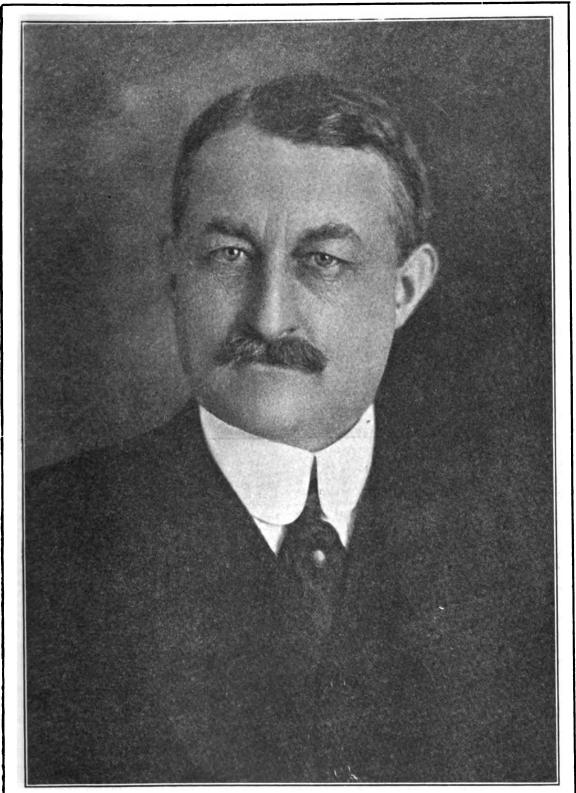
It is men of the type of Mr. Treadway, whose genius for accomplishment will enable America to be the deciding factor in war activities, as it has proven pre-eminent in industrial matters and of which Peck, Stow & Wilcox is a typical institution.

#### STRIVE FOR "REPEATS"

The trade that every merchant should value most, the trade he should work hardest for, is the "repeat trade"—the trade that comes again and again until his customers' minds automatically, unconsciously turn to that particular store when in need of anything that store sells.

No man buys what he never heard of.





LYMAN H. TREADWAY

President of Peck, Stow & Wilcox Company, whose products are distributed throughout the entire world.

World.

It is a well known fact in the city of Cleveland, when any big undertaking is to be accomplished, when something worth while is under contemplation Mr. Treadway is one of the first men whose assistance and co-operation is sought.

He is a living exponent of the old saying, "It takes a busy man to do things."





#### AN ATTRACTIVE BATTLESHIP DISPLAY

E. C. Sedgwick of the Sedgwick Hardware Co., Columbus, Ohio, forwarded the "Hardware World" a photograph of the battleship "Tinpania," which has been on exhibition at their store at Columbus, Ohio, and which proved a most attractive and unique battleship display.

This was made of 297 articles which are carried in the store's regular stock, and which are so arranged

that no article was destroyed.

The model is 7 feet 6 inches in length, 20 inches in width and 5 feet high. The entire design is original

with Mr. Sedgwick.

A cross cut saw forms the main part of the hull, a large butt hinge protecting the bow. Mouse traps form the upper part of the hull, indicating the port holes (suggesting "Trap the Kaiser"). File handles of various sizes mounted on wooden blocks represent the guns below deck. A hose nozzle mounted on the side of a can of paint forms the rapid fire gun at the bow.

Trowels arranged in the form of a propeller indicate the drawing mechanism. The armament above deck is indicated by a rapid fire turret of four guns made up of a milk strainer, oil can and four brass hose nozzles. A main turret is represented as having large twin guns and three turret guns. Wooden spiggots represent the large guns, while wooden spiggot keys attached to a vacuum washer form the turret

In the rear a heavy turret is represented by two "wooden spiggot" guns, the turret being formed of

a colander, flue thimble and pipe collar.

The vessel has two masts constructed of curtain rods. An oil dust cloth forms the sail, which is reefed on the cross arm. The lookout, or crow's nest, on the foremast, is composed of a gas globe holder, cake cut-ter and oil can. The "Jacob's ladder" leading to this nest is constructed of wire and nails. A searchlight is placed in this lookout, an aluminum toothpick holder forming the frame.

An inverted glass holder forms a searchlight at the bow.

At the top of each mast is a reflector made of small, fluted cake pans, each of which has a flashlight globe mounted and the whole system wired. The four lights are on a "make and break" circuit, making them flash. The regular red and green navigation lights are displayed on the mast arm. A wire broiler is swung between the masts, forming the wireless; lead wires connect to the operator's cabin below, formed of a bread toaster and lunch box. A camp broiler with a potato baker forms the captain's bridge. The captain, pilot and other officers are represented by clothes pins, having finish nail arms and thimble caps. A company of marines of similar construction is lined up at the front of the ship at "carry arms,"

A substantial lifeboat is swung from davits of door springs, the boat itself being a pointed scrub brush. A power crane is composed of a wire potato masher, stove hook jib, with an awning pulley block and hook. Hose menders form the crab; two wooden men are on hand to operate it. A chainrailing is around the whole ship deck, the supports being nails. The anchor has not been forgotten, but is composed of a wardrobe hook and a gimlet, with a jack chain attached. The ship carries a number of American flags, while the

allies' flags are displayed on the jib.

#### KENTUCKY CONVENTION AT LEXINGTON

Gus Albrecht, Jr., Chairman of the hardware exhibit for the Kentucky Hardware & Implement Dealers' Association, wishes us to announce that their convention and hardware exhibit will be held at Lexington, Kentucky, instead of at Louisville. This was made necessary on account of the Armory having been turned over to the United States Quartermaster's Depot as a distributing department. It has therefore been necessary to hold the convention at Lexington on the date previously advised.



# Practical Helps For Ad Writing

THE display at the beginning of an advertisement is to attract attention; the displays which occur through the body of the ad. are for the purpose of emphasizing some particular thing, or to encourage the reader to keep on reading.

Sometimes an advertiser will make the mistake of putting his strongest display so far down in the body of his advertisement that the reader will start reading at that point, and never go back to the beginning of the ad. If you want the reader to read your entire story, don't open your book in the middle by having a display at the center which shouts out for attention before he has seen the top of the ad.

#### Do Not Overdo Display

Too much display is as bad as no display at all. Display depends on contrast, and if there is no contrast, there is no display. In writing a large ad., if you choose a few of your best points and bring them out forcibly, don't fear for the rest of your ad.; it will be read much more readily than if you undertake to make a display of everything. The merchant who tries to show in his window a little of everything he has in stock, seldom has very effective windows.

The displayed items are the show windows

of your advertisement.

If a man sees shirts in your show window, he will naturally assume that you also sell socks. A Good Illustration Often Better Than Much Copy

Now as to the use of illustrations. trations are the gestures of type-talk. A good illustration can often say more than a thousand words of type. You remember the picture of the two little kiddies, dressed only in undershirts; the one with the well-fitting shirt said, "My mamma uses Wool Soap," and the other with the shrunk-up shirt answered, "I wish mine had." That ad. said more than could have been told in many words of type. An illustration must make clear your message—or do not use it. Do not use a cut merely because it is "pretty."

Different advertisers have different ways of laying out their copy; but I believe that this is about as good a method as any: Paste the illustrations where they are to go, and write the display lines in about the size you want them to be printed, putting each line in its

proper place.

#### Safe Rules for Measuring Your Copy

Then indicate the sections of smaller type by numbers. Then if No. 1 space measures 3 inches wide by 1 inch deep, and you want to

fill it with 12-point type, you can easily figure out how much it will take to fill it. The average 12-point type sets 12 letters and spaces to each inch of length, and always six lines to the inch in depth. So if you write the lines on your typewriter, each typewritten line will make a line of 12-point type, and six lines will exactly fill the space.

If you are going to fill this space with 10point, you would write 7 lines of copy in all; because 10-point type sets 14 letters and spaces to the inch, and 7 lines to the inch of depth. In 8-point you will find that it takes 15\\frac{1}{2} letters and spaces to make an inch, and there are 9 lines to each inch of depth. The number of letters and spaces to the inch of length will vary a little on different newspapers, owing to the various widths of type-faces used in different shops.

#### Always Start Your Display at the Left

Strong display of any kind should be at the left, rather than at the right. The eye starts with the strong display, and is naturally in the habit of going from left to right. If you put that display at the left, it catches your eye and brings it into just the place you want it to be-where it will follow right into the reading matter of the ad.

Never use a type that is hard to read. Your ad. is sure to suffer if you do. This applies alike to the use of grotesque type in the display lines and to the use of too small a size of type in the body matter. Nothing in the ad. should

make its reading difficult.

Experience has shown that 11 and 12-point type are the easiest to read. These are the sizes used on typewriters, and are best to use when you are offering the reader a great deal of solid, straight matter to read. I would advise against the use of any type smaller than 12point in ads. intended for men to read. Men are not such good readers of ads. as women, and you have to encourage them more.

#### Break Up Your Copy Into Short Paragraphs

Avoid long paragraphs in your ads. Divide your matter into short paragraphs, begin each one with a live sentence, and your ad. will look more readable.

And remember that the human eye can take is only a limited number of letters of type at a glance. No single line of your reading matter should be longer than the eye can catch at first glance. For if it is, the reader will have trouble getting started on the next line; and the annoyance of reading with effort will distract his attention from what you are trying to tell him.

Retail Selling Prices in This Issue Are Revised Up to the Time of Going to Press.



# A Patriotic Hardware Family

A Progressive Son and Daughter of a Progressive Merchant

HAT hardware men are proverbially patriotic and loyal is evidenced by the large number who have enlisted or are serving the government in various capacities; that this patriotism is not confined to any particular section or community, is another splendid thing for there is scarcely a town or city the country over that will not be represented in the ranks-hardware salesmen, merchants, manufacturers or jobbers in the Council of National Defense serving in executive capacities, devoting their energies without remuneration, are hundreds of such men.

But there is another field, perhaps even more important in view of present developments, in which so many



LYMAN DOTY
A "high flyer" and a patriotic young
hardware man.

hardware men are not enlisted. It is not their fault, however, for aviation in the United States had heretofore been regarded more as a sport—a pastime for those who had the financial ability and leisure to gratify their desires. But with the entry of the United States in the world war, it was realized that this field, so long neglected, was of paramount importance. To find one who has achieved success in this field is of more than ordinary interest to "HARDWARE World' readers.

Lyman Doty, reared in a home of culture and refinement, and only son of W. M. Doty, an enterprising and successful California hardware merchant, while working in his father's store, at an



To look at him seated in his "machine" it is plain aviation has no terrors for him. Generally the term "up in the air" would indicate that one is perplexed or non-plussed—with him it is one of his chief delights.



MISS JEANNETTE DOTY
Was always the "pal" of her brother
and nothing was more natural but
that she too would become interested in aviation.

ular routine and be approved. With that intense patriotism that is a vital part of the Doty makeup, he enlisted and is at present at Camp Lewis, Wash.; but with favorable action now already made, he is expecting to be called any day for service.

We want "HARDWARE WORLD" readers to know that when in days to come they will probably see accounts of the skill of this air pilot, that his idea was born in a far-western hardware store, and nurtured by an unselfish desire to "do his bit" in serving his country.

Story Not All Told Yet.

Lyman has an only sister, who has always been his "pal." In their youth, they were constant playmates, and there grew up between them that love and attachment that is characteristic of a harmonious home.

Lyman wanted no better playmate than his sister, Jeannette, and for her, she knew whatever Lyman could do, she could do. It was she who encouraged him in the beginning, and he reciprocated when she expressed a similar desire. So Miss Jeannette Doty is one of the few aviatrix in the world, and the only one, the "HARDWARE WORLD" believes, so intimately connected with the hardware business.

Modestly, she says that she has not accomplished anything yet; that she is a student, but she has been "up in the air" a number of times alone. She has had the benefit of a technical

early age evinced more than unusual interest in machinery, or wherever the "wheels went round." Motors had a fascination for him. To drive an automobile was a partial gratification of this desire. When Beachey and Art Smith and a few others demonstrated what could be accomplished in the air, his interest increased, for if these men could do this, why couldn't he?

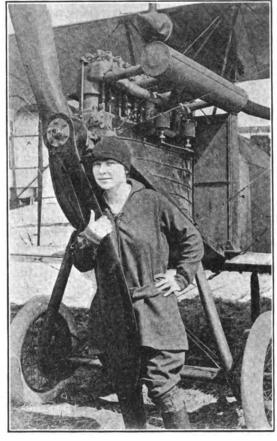
Inherited Ability

If you knew his father, W. M. Doty of Biggs, Cal., you could naturally understand that Lyman inherits the "will to do" as well as the ability to achieve. If there is anything worth while doing in Biggs, Mr. Doty is one of the first who is sought out to put his name at the top of the list, or to lend his influence and support. So it is second nature to Lyman.

In 1916 he made up his mind to learn something about aviation, and went to San Francisco to get "pointers." There he soon formed the acquaintance of Art Smith, "the little dare devil of the air," whose thrilling feats have astonished the Oriental as well as the Occidental peoples. Art Smith could not help taking a liking to him, and greatly encouraging him, placing his mechanician at his disposal, and assisting him in building his own aeroplane.

His flights have been confined to California, where he has achieved considerable prominence, and with the entry of the U. S. into war he immediately offered his services to the government.

Now, the government does not move as quickly as a business man, and it took some time for the application to go through the reg-



MISS DOTY IN HER FLYING OUTFIT.

As the wives and daughters of many hardware

merchants tell us that they too read the "Hardware World" from "cover to cover," we know they will be more than unusually interested in reading of her achievements. school of aviation, and knows the exultant thrill of flying.

"It seems so easy," Miss Jeannette tells us. "First you get in a machine, a grass cutter' they call it, and ride along on the ground, then you learn to balance yourself, then you begin to learn to turn to the left or to the right. Another lesson is to make your machine 'hop,' and then hop a little higher. You are trained in going with, as well as against the air currents, and then finally when the day comes that you are permitted all alone to fly, the fascination has increased in a fourfold ratio, and you ascend so high that you lose all sense of feeling. It is only when they have to pull your hands from the steering wheel, so numbed with cold, upon your return to 'mother earth,' you then realize how far up you have been.'' That has been Miss Doty's experience.

It is natural that she likes to have her brother around when she flies. Now that she knows what she can do, we may not be startled if some day we hear of her breaking the longdistance record, for, if you remember, Miss Ruth Law is the world's champion long-distance flyer. Perhaps before many months Miss Jeannette Doty will take her place and establish her record, alongside Miss Law.

#### OPPORTUNITY FOR CHINA TRADE

The American Sales Corporation, Shanghai, China, advise us they are interested in agencies for steel and iron plates and sheets, as well as reinforced building material, and are in the market for agencies of that kind. They will be interested in hearing from such manufacturers.

#### WISE BRIDE

"Now," said the bridegroom to the bride, when they returned from their honeymoon trip, "let us have a clear understanding before we settle down to married life. Are you the president or the vice-president of the so-

ciety?"

"I want to be neither president nor vicepresident," she answered. "I will be content
with a subordinate position."

"What position is that, my dear?"

"Treasurer."

A little girl visited a playmate whose family did its own housework. She had a very good time and, on returning home, told her mother all about it.

"But," said she, "they do one dreadful thing. I hate to tell you, mother, for it's kind of cruel, and you might not let me go again."

"What is it, child?" asked the mother in alarm.

"They use their own grandmother for a cook."

#### WINDOW DISPLAY SUGGESTIONS

A miscellaneous window display is better than none at all, but the most successful merchants and display men believe that specializing on one particular line, or one class of goods is far better. Then there is some definite object in view, something to be sought after.

Merchants who change their windows frequently, at least every week, are thus able to feature seasonable lines, and to make a direct and compelling appeal to the passersby.

If it is the introduction of a new line of goods, a special sale, a combination offer of merchandise, feature it so as to bring out the strong points.

Study Other Displays

Does it ever occur to you how the window display of a merchant in another line appeals to you? Did you ever stop to think whether you would be led to purchase a certain article if you felt it was within your reach, or that the price was stated so you knew at a glance whether you wanted it or not?

We know there is a difference of opinion as to whether price cards should be used in a window or not; but the most successful window trimmers seem to regard a price card as an essential feature. At least some of the goods in the window should be priced to give an idea as to the general run of prices.

Pictures draw people. Make it a point of using photographs, cutouts, life-size figures, at least of pasteboard, if not moving, in your window display. You will find it pays.

Proper Backgrounds for Displays

Did you ever notice how the show windows of jewelry stores are greatly enhanced by the backgrounds.

There are some dealers who make a feature of using a plush background, believing it makes an especial appeal not only to the women folks, in the community, but to the men as well. Plush is a material that can be used over and over again.

Aside from this, many merchants who do not wish to go to the expense of using a plush background, use a cheaper material; some of them use paper, but in any event most successful window trimmers seem to agree that the proper background is a feature that is worth while installing in every display that is made.

#### GET THE CUSTOMER'S VIEWPOINT

Figuratively, each merchant should climb a hill and look down on his store from a distance. Then he might see how much like other stores it is.

The merchant must see his store from the viewpoint of his customers—and his eye must be quicker than theirs. He must awaken to any need for changes in his lighting system, in the arrangement of his showcases and in window displays before his customer does.



#### ELIMINATING UNNECESSARY FINISHING OF GOODS

For several months hardware manufacturers lave been bringing to the attention of the trade the necessity of eliminating some of the unnecessary finishes on goods sold.

The Stanley Works, New Britain, Conn., have done some excellent work in bringing to the attention of other manufacturers of builders' hardware and secretaries of the associations the importance of this.

A patriotic appeal has been made that the application of such finishes requires the labor of many men, and the investment of capital which might otherwise be used to the greater advantage of the nation.

The personal or selfishly economic aspect of the matter was brought to their attention by suggesting to them that they might save considerable trouble and clerical labor in factories and offices by eliminating unnecessary correspondence as to special finishes and the consequent financial loss when errors were made in either transcribing finish symbols or executing orders when necessary to match an unusual or special finish or color. The possibility also of effecting saving in the amount of manufactured stock necessary to have on hand, at all times, by reason of the multiplicity of finishes, where possible to eliminate some of them, was mentioned.

The ultimate consumer, who in the final analysis always pays the bills for such wastefulness as has been the practice of American business and industry, was not overlooked, and it was brought to their attention forcefully that It has not been so many years ago that in certain secsuch saving might be made for the consumer were it possible to have manufacturers and dealers make no special effort to sell the expensive finishes which do not add to the utility of the article sold. It is a well-known fact, among builders' hardware men, that persons, when purchasing hardware for homes and buildings, and allowed to exercise the privilege of selection and indulge their presumably artistic tastes to the extreme, are unable, after comparatively few months, to remember the finish of their hardware, nor do they take sufficient interest in it to have it kept in condition.

An excellent suggestion has been made that in order to reduce the number of finishes, a system of universal finished models be adopted, and as the Stanley Works System is known to practically every builders' hardware manufacturer, jobber and dealer, the change to it on the part of the others would not require knowledge not now possessed by them.

One of the many advantages in its favor is that it does not include so many fancy finishes as other builders' hardware manufactured, yet meets the requirements of the trade.

Some of the unnecessary finishes might even be eliminated from it, still making it more desirable from an economic point of view.

The Stanley Works would be glad to have the suggestions and ideas of the hardware manufacturers, jobbers and merchants, so they might have the benefit of their point of view, and if any of our readers care to express themselves for publication, we shall be most happy to have their opinion with reference to it, or the Stanley Works themselves will be glad to hear direct from any of the trade.



tions of the country people talked about the "Wald and Woolly West."

Even now you occasionally run across such a man, but they are very scarce in the hardware fraternity.

Still there is plenty of room for a greater and more intimate knowledge.

No other factor is so potent in uniting a country, in creating a closer bond in our country than the print-ing press, and it is for that reason that the "Hard-ware World" frequently used the photos of the stores of its readers in sections far remote.

Readers of its pages are to be found in every state in the Union.

Here is a typical Western store, the Montana Hardware Company of Butte, Montana. For enterprise, progressiveness, up-to-date store arrangement, window displays, business getting ability, Montana merchants keep pace with this anywhere in the world.

The Montana Hardware Company is that kind of an institution.

"I will stop advertising; that will decrease my expenses.

"I will reduce my wages; that will increase

my profits.
"Then I will cut prices; that will put me ahead of my competitors."

Hush! Don't wake him up.





W. H. FUNK J. M. STONE GUS ALBRECHT J. J. FISCHER

A quartette of Kentucky's handsomest hardware men. This is the way they look when attending church or passing around the collection plate. Below we show them in another attitude.

#### COLORADO ASSOCIATION'S CONVENTION

W. W. McAllister, secretary of the Mountain States Hardware and Implement Association, requests us to make notice that the next annual convention of the Association will be held at the Adams Hotel, Denver, Colorado, January 21st, 22nd and 23rd.

#### SHORTAGE IN SEEDS

As many hardware merchants handle garden seeds, as well as seeds in bulk, they will doubtless be interested in knowing that there is a general shortage of practically all varieties of seeds, and prices are skyrocketing with practically no end in sight.

There has been a number of cro pfailures in the great seed growing districts, and as the demand has been much larger the past two seasons than it has ever been before, there is considerably less seed in the United States at this time than there has been during th last twenty or twenty-five years.

Garden seeds naturally go with hardware, garden tools and farming implements, and this

is a fact it is well to bear in mind with reference to the advancing market on seed products.

# SOUTHERN CALIFORNIA DEALERS ACTIVE

A feature in connection with the semi-annual convention of the Southern California Hardware Dealers' Convention recently held at Venice, Cal., was a series of prizes donated by manufacturers and jobbers.

Almost every dealer was lucky enough to carry off some souvenir or prize.

As mentioned in our last issue, the Southern California Hardware Convention was the largest they have ever held, due to the good work of the Southern California officers, and local committees, as well as the local hardware companies at Venice and vicinity, among whom were J. R. Westbrook, C. N. Booth, C. B. Pettis, Frank B. McKiney, Vice-President Hammersley, Local Secretary Marks of the Los Angeles Club and a number of others.

The retail merchants tell us that Don Stanbery, sales manager for the Union Hardware & Metal Co., should be given special credit for the hard work and co-operation which he gave to the hardware merchants in making the meeting the success that it was.



The four Kentucky merchants shown above, except that B. J. Durham has now joined the crowd.

This is a snap shot taken at the St. Louis Convention a few months ago, when they were all

unconsciously lined up watching a bevy of St. Louis young ladies across the street.



The Hardware merchants of Utah are all business this year. Utah is one of the Union. Its mineral, stock raising and agricultural resources are in demand. Utah is one of the most prosperous states in the

This means business is good for everyone. Everton & Sons, of Logan, Utah, are typical of a class of enterprising merchants whose business is prosperous and who know how to serve well their patrons.

The photo shown on their store taken some time ago is indicative of a splendidly arranged and well displayed

stock, and of their enterprise and progressiveness.

#### ELECTROLYTIC POETRY

"If the gas went out," the maiden asked, "then would the electric light?"

"That's something I can't tell," said I. "Although perhaps it might."

"Well, if a farmer mows his lawn, what does the dynamo?"

Again I shook my helpless head and said I didn't know.

"I've often wondered," she remarked, "how much the coffee urns."

"As much," said I, "as the fuel costs that a fireless cooker burns."

"But why," she asked, "when it's full of dust is the vacuum cleaner?"

"Why, that's just the same," I then explained, "as a fat girl who is 'Lena'."

For quite some time I rambled on with daffodils, forlorn,

Until, alack, I turned around and found the maid had GONE!

#### COULDN'T ESCAPE BLAME

The local dealer had been on the verge of

nervous prostration for some time.

"You think about your business too much," said the family physician. "Get your mind off your business! Take some mental recreation."

"Well, what'll I take?"

"Instead of sitting around the office or the house at night thinking about your troubles, go over to the neighbors, mix with your friends -I tell you the very thing: Join a card club and go out evenings and play cards!"

No, that ain't any good—I tried it. It reminded me of my business more than ever."

"How so !"

"Why, every time anything went wrong, they blamed the dealer."

#### EXAMPLE OF STORE SERVICE

Recently I asked a woman of my acquaintance why she always traded at one certain store.

She replied that there were three reasons. First, because Mr. Blank's ads made her want to go to his store. Second, she always received courteous treatment, and the clerks in that store always seemed to give each customer personal attention. Then, third, she stated that she always felt that she would find just what she "Somehow," needed waiting there for her. she said, "Mr. Blank always seems to anticipate his customers' needs and I always feel that I will find the rights things at the right time. I like to trade at that store and expect to continue to do so—'just because' I do.

Everyone likes to feel that he or she is receiving a little personal attention. That will gain a customer quicker than anything else—to feel that the merchant is really interested in pleasing them and supplying them with what they want rather than merely exchanging an article with them for a piece of money.

The personal element will win nine times out of ten.

#### DON'T STOP!

When someone stops advertising, someone stops buying.

When someone stops buying, someone stops selling.

When someone stops selling, someone stops making.

When someone stops making, someone stops earning.

When someone stops earning, someone stops buying.

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M. M. DIETZ



J. G. MARKS

President and Secretary respectively of the Los Angeles Hardware Club. One of the live local clubs of the far West, and who are accomplishing much good for their members.

Los Angeles is the only city of that name in the world and people who live there are frank to admit that it is the""only" city in the world.

Some of our readers who live in other enterprising and progressive cities will be willing to challenge this statement, but maybe they have never been to Los Angeles.

In any event it is a city that can boast of a great deal more than its wonderful climate and beautiful scenery,

for it is full of progressive hardware merchants in jobbing and retail lines. The two men shown herewith are typical of the spirit that pervades it.

#### NO WONDER BUSINESS WAS DULL

A traveling salesman sends us this:

I walked into a hardware store one day, and I was in a great big hurry

I found the proprietor busy with a customer and he was the only one in the store who could wait on me.

I had to wait until my turn came—and I stood there like a dummy.

I found out that the customer had a broken lock and the proprietor was trying to fix it for him.

He couldn't get the blamed thing to work. And he swore. And the customer began to get

I knew I was going to be late getting home. At last he gave it up, and he told the customer that he couldn't do anything with it.

He ought to take it over to Jiggs, the locksmith, and he might be able to fix it for him.

The customer took his advice. And he did not even try to sell him a new lock instead of monkeying with the old one. And I asked him why.

He said he didn't think about it. told me that business was awfully dull. And I believed it.

#### THIRTEEN THINGS TO REMEMBER

- The Value of Time. 1.
- 2. The Success of Perseverance.
- 3. The Pleasure of Working.
- 4. The Dignity of Simplicity.
- 5. The Worth of Character.
- 6.
- The Power of Kindness. The Influence of Example. 7.
- 8.
- The Obligation of Duty. The Wisdom of Economy. 9.
- The Virtue of Patience. 10.
- 11. The Improvement of Talent.
- 12. The Joy of Origination.
- **13**. The "HARDWARE WORLD."

O. P. Arnold has bought the C. F. Miller hardware store at Lenox, Iowa.

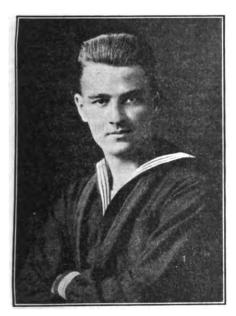
The Woodland Hardware Co., Woodland, Cal., were burglarized of a small amount of cutlery, watches and automobile tires.

The Blythe Hardware Co. has been incorporated at Palo Verde, Cal., with a capital stock of \$10,000, the directors being R. H. Patten, Ethel M. Patten and Elmer Layton.

W. E. Lyon, a hardware merchant at El Cajon, Cal., reports a very satisfactory season's business. He recently furnished the equipment for the manual training department of the local schools.

Retail Selling Prices in This Issue Are Revised Up to the Time of Going to Press.





#### A PATRIOTIC YOUNG HARDWARE MAN

The hardware trade all over the country is responding to the call of patriotism and showing their loyalty, a fact of which everyone in any way connected with the industry is justly proud.

A number of the sons of various hardware secretaries throughout the country have enlisted, many of them being already at the front. Most of them, however, are finding service in the regular army.

One of the latest to be brought to our attention is a son of the most far western secretary in the United States, E. E. Lucas, of Spokane, Washington, whose son Ellsworth has enlisted in the Marines and is now in training at the U. S. Naval Training Station, San Francisco.

Ellsworth is not yet of conscription age, but being reared in a patriotic American home, and thoroughly saturated with the principles of loyalty and service to his country, he has enlisted in the hospital corps of the Navy.

It has been his life aim to study medicine and surgery, hence the experience to be gained in the hospital corps will doubtless be valuable to him, and at the same time he can serve his country just as effectively there, or perhaps better than in any other branch.

He is christened after both his father and his mother, Ellsworth Francis Lucas. He graduated with the class of 1916 from the Lewis and Clark High School, Spokane, when he took a commercial course in the Northwestern Business College, and has been assisting his father at the Hardware Conventions during January of each year for the last three or four years.

Col. and Mrs. Lucas are proud of his patriotic and loyal spirit, and as he is indeed a "chip off the old block," they can be sure Ellsworth will never flinch in time of danger, but on the other hand, can be depended upon to do loyally and faithfully everything that is possible for a young man with his high ideals.

#### BE FAIR TO YOUR GOODS!

Some of your stock may be in a place where it will not turn itself over once in a hundred

Dig it out and see what it looks like—and then put it out where your customers can see it, too.

#### MICHIGAN CONVENTION

Editor "HARDWARE WORLD":

Please announce that at a recent meeting of our executive committee it was decided to hold our annual convention at Saginaw, Michigan, February 12th to 15th.

The business sessions will be held in the new Bancroft Hotel, while the exhibits will be in the Auditorium.

Karl S. Judson, past president of the Association, of 248 Morris avenue, Grand Rapids, will be manager of exhibits and any correspondence in regard to that feature of the convention should be addressed to him.

Committees to handle the program and entertainment features will be appointed, and whenever the convention has been held in Saginaw, the members have been splendidly treated, and it is safe to predict that the 1918 meeting will be one of the best that has ever been held.

A. J. SCOTT, Secretary.

#### MIDNIGHT OIL

Too many men in the retail business in our field measure the value of their services to their stores in terms of the number of hours that they work, says the Inland Storekeeper. Through doing, themselves, many things that might just as well be delegated to somebody else, and through handling in an unsystematic way many things that could be reduced to automatic routine, they clutter up the day, and work well into the night on a mass of petty detail.

They reserve little time for thinking and planning—two things that can only be done well by a mind more or less at ease, and capable of pretty intense concentration.

Don't get so completely tangled up in the monotonous round of daily routine duties that you haven't time or energy for planning along broad lines for future developments.

You owe it to yourself to shift part of your burden to those about you. More responsibility on their shoulders will be better for them, and for you. Resposibility makes men grow. There are more dissatisfied employes in stores where the "boss tries to do everything himself" than there are in stores where the boys are given increasing responsibilities as they grow more capable of assuming them.

Hard, tireless energy and work are altogether admirable—but work without thought is likely only to keep the machine in motion—it doesn't build new machines, or even improve old ones.

The following conversation took place between a village postmaster and a little foreign girl who had just arrived in America:

The Girl—Postmaster, is there a letter for me?

Postmaster—And what is your name, Miss? The Girl—My name is on the letter.



## ARE YOU POSTED ON NEW CHILD LABOR LAW?

(Copyright, by Elton J. Buckley.)

There went into effect on September 1st the Federal Child Labor Act, which in some respects is revolutionary. Since it is apt to directly or indirectly affect everybody who makes or sells manufactured goods, it may help somebody to keep out of trouble if I digest the act and briefly state how it will affect the manufacturer, the jobber and the retailer.

The act is intended to prevent the use in manufacturing establishments of children under fourteen, and the use of children between fourteen and sixteen for more than a certain number of hours a day. It covers every kind of manufacturing establishment and so reaches all This is the language: "mine, quarry, mill, cannery, workshop, factory or manufacturing establishment situated in the United Instead of simply prohibiting the employment of children in these establishments. the act seeks to accomplish the same result indirectly—by forbidding everybody to ship goods in interstate commerce which were made in a plant where children have been illegally employed. The gist of the act is in the first section:

Be it enacted by the Senate and House of Representatives of the United States of America, in Congress assembled: That no producer, manufacturer or dealer shall ship or deliver by shipment in interstate or foreign commerce any article or commodity the product of any mine or quarry, situated in the United States, in which within thirty days prior to the time of the removal of such product therefrom children under the age of sixteen years have been employed or permitted to work, or any article or commodity the product of any mill, cannery, workshop, factory or manufacturing establishment, situated in the United States, in which within thirty days prior to the removal of such product therefrom children under the age of fourteen years have been employed or permitted to work, or children between the ages of fourteen years and sixteen years have been employed or permitted to work more than eight hours in any day, or more than six days in any week, or after the hour of 7 o'clock post meridian, or before the hour of 6 o'clock ante-meridian.

Sections 2, 3 and 4 merely provide for the enforcement of the act, and then comes Section 5, which imposes a fine of not over \$200 for the first offense, and a fine of \$100 to \$1,000 for the second offense, or (or "and") imprisonment not exceeding three months. Then follows a provision releasing a dealer from responsibility if he can show a guarantee from the manufacturer or jobber that the goods were made in a plant which did not illegally employ children. As follows:

Provided, That no dealer shall be prosecuted under the provisions of this act for a shipment, delivery for shipment, or transportation who establishes a guaranty issued by the person to whom the goods shipped or delivered for shipment or transportation were manufactured or produced, resident in the United States, to the effect that such goods were produced or manufactured in a mine or quarry in which within thirty days prior to their removal therefrom no children under the age of fourteen were employed or permitted to work, nor children between the ages of fourteen years and sixteen years employed or permitted to work more

than eight hours in any day or more than six days in any week or after the hour of 7 o'clock post-meridian or before the hour of 6 o'clock ante-meridian; and in such event if the guaranty contains any false statement of material fact, the guarantor shall be amenable to prosecution and to the fine or imprisonment provided by this section for violation of the provisions of this act. Said guaranty, to afford the protection above provided, shall contain the name and address of the person giving the same.

There is also a provision exonerating a manufacturer even if he has employed a child illegally, if he did so only after he got from it or its parents a certificate showing it to be of legal age.

Now to apply this act. Of course, it only covers interstate transactions. If a New York manufacturer ships goods to an Ohio jobber, such shipment is subject to the provisions of this act. If the Ohio jobber puts them in his own stock and sells them again to a retailer within the State of Ohio, such shipment is not within the provisions of the act, because it is not interstate. Therefore any retailer or jobber who buys from a seller located within his own state and does not ship the goods out again will usually not have to pay any attention to the new act.

The offense here is the shipment or delivery for shipment, therefore it will touch manufacturers and jobbers much more directly than retailers; that is, the average retailer, because he does not have many interstate shipping transactions, while the manufacturer and jobber will have a great many. Therefore, even though a retailer should buy from some manufacturer or jobber outside the state, unless he reships the same goods to some point outside the state, this act has nothing to do with him.

Nevertheless, retailers who do anything more than an absolutely local business should get the guarantee from the manufacturer or the jobber provided for in Section 5, for at any time they might have a call to ship something outside of the state, and if it happened to have been made in a plant illegally employing children, there might be a prosecution.

For instance, take a tomato canning factory in Maryland. It employs, let us say, a fifteen-year-old child during the month of July ten hours a day helping to can peas in violation of the act. During the month of August, within thirty days of the time when the child was illegally employed, the canner packs and ships some tomatoes to a jobber in Pennsylvania. The packer is liable under the provisions of the act, for the child doesn't have to be actually employed on the goods which make up the shipment—the act covers any and all goods produced by such a plant.

These tomatoes get to the Pennsylvania jobber and are resold and reshipped by him to a retailer also in Pennsylvania. The jobber is not liable for the illegality of the goods, for it is not an interstate shipment. If he had shipped to a retailer in New Jersey he would be liable—unless he had a guarantee from the packer that the children had not been illegally employed in his factory within thirty days.

Next take the Pennsylvania retailer who bought the tomatoes. If he doesn't sell to anybody outside the state, he needn't care about this law at all, no matter how many children were illegally employed in the canning factory. But suppose he gets an order from an old customer who has gone to a summer resort in a nearby state and who wants some tomatoes. If he ships to interstate commerce he is liable to a fine of \$200—unless he has a guarantee from the jobber or the packer that children were not illegally employed.

#### HARDWARE AXIOMS

The following Hardware Axioms are found on the inside cover of a Want Book recently sent out by Geo. A. Lowe Co., Ogden, Utah:

Always be on the Square; it pays." "Because you Saw a thing, is no reason you should publish it."

"Don't carry a Hammer; the other fellow can knock, too."

"Act on the Level and other people will do the same with you."

"Don't get the reputation of being a Screw." "Don't apply the Nippers just because you

"Drill, Drill, Drill, and work between times if you wish to be a success."

"When everything looks dark, Brace up." "Scratch Awl the bad accounts off your books; don't fool yourself by carrying them as live assets."

"Get a legitimate profit; don't Gouge any-

"Reach out; use your Tongue; impress upon the Felloe that you Spoke first for his business: Bolster up your clerks; make them Wheel horses; don't let them Lumber around; make it Plane to them that Grindstones gather no Oakum."

#### FROM "CHAIN" LETTERS DELIVER US

A correspondent sends this Chain letter,

which we cheerfully commend:

"An Ancient Prayer"—Oh, for the love of Mike! Don't bother me with any more chain letters! They bother me, they bother the postoffice. They make us all tired. Please copy this carefully fourteen times, mail it to thirtynine of your friends, with a request that they each copy it seventy-six times and mail it to one hundred and twenty of their friends, if they have that many. If you do it. in seventytwo years you will meet with some great benefit. If you don't do it inside of ten minutes you will feel a blame sight better. Don't break the chain!

#### HE CASHES CHECKS

Mr. Editor:

"I'll cash your checks, if necessary responsibility is shown," reads my advertisement from time to time.

I have found that this is appreciated and is considered a mighty fine service. Without writing a long article on "service," I just want to call attention to the fact that cashing checks for people in town, and especially for those from out on the farms, is surely a worth-while courtesy.

Perhaps many of your customers already come to you to have that done. Nevertheless advertising your willingness to do so is "good business."

I "deliberately" advertised my willingness to be "the banker," and I have never lost a red cent by cashing a bogus check.

W. R. D.

#### MESSRS. SUGDEN AND SCOTT SEVER CONNECTION WITH PACIFIC HARD-WARE & STEEL COMPANY

Arthur E. Sugden, General Sales Manager, and Walter H. Scott, Vice-President of the Pacific Hardware & Steel Co., of San Francisco, have resigned their positions with the Pacific Hardware & Steel Company, and have arranged to open offices in San Francisco, Seattle and Chicago with the intention of directing their efforts in foreign trade lines.

Connections have already been established in certain lines and undoubtedly their activities will be widened as developments progress and further announcement will be made.

Both Messrs. Sugden and Scott have been identified with the Pacific Hardware & Steel Company from their youth, and during the reorganization which took place some two years ago contributed in no small measure to its success.

There is no man connected with the trade on the Pacific Coast who is more highly regarded or who is recognized as a clean cut high type of an American business man than Arthur Sugden.

Mr. Scott is like minded and of splendid business ability.

Associated with them will be Mr. Lamont, who for many years was identified with the Pacific Hardware & Steel Co., but in recent years has been connected with foreign trade work at Seattle.

We understand the name of the new firm will be known as Scott, Sugden & Lamont.

"Do you take any periodiclas?" asked a Missouri minister on his first round of parish "Well, I don't," replied the woman, "but my husband takes 'em frequent. I do wish you'd try to get him to sign the pledge."



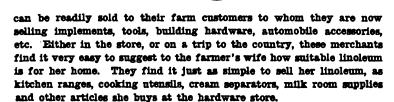
# Armstrong's Linoleum

Readily Sold
To your Farm Trade

INOLEUM is the ideal floor covering for the farm home. Sanitary, easily cleaned, bright and attractive, it is especially suitable for the farm kitchen and dining-room where muddy boots WILL track up the floor. By laying linoleum over old floors in sitting room, parlor, bedrooms and bath, the farmer's wife may obtain sanitary, artistic floors on which to put rugs, at relatively low cost. For new floors, linoleum is cheaper than hardwood.

Many hardware merchants make a specialty of selling linoleum to the farm trade. They are finding that

# Armstrong's (A)



You can readily sell Armstrong's Linoleum to your farm trade and make it one of the profit-bringers in your store

Write today for prices and samples; also full information about the Armstrong selling helps,

F-226

# Armstrong Cork Company Linoleum Dept., Lancaster, Pa.

George B. Swayne — Selling Agent. 212 Fifth Ave., New York, Heyworth Bldg., Chicago

## Concentration vs. Scatteration

PROPER understanding of your business is a prime essential; a definite aim at that which you desire to accomplish brings quick returns; an intelligent equipment for furnishing service to your trade, is indispensable; but on top of this and the other fundamentals that go to make a successful retail business, comes the necessity for the elimination of scatteration and the securing of concentration.

The golfer may have "form," skill, power, and various ability to demonstrate golfing, but if he cannot "keep his eye on the ball," which means concentration, the other assets will prove useless to him.

The baseball player may have youth, speed, experience, strength, and skill, but if he cannot concentrate on his game, he will soon lose out.

The attorney may have mental equipment galore, thorough schooling in law, the power of oratory and persuasion, but if he cannot concentrate on the points at issue, he will be more or less of a failure.

And so on throughout the list of worldly accomplishments that require mental activity. Genius will not prove useful unless backed by efficiency and efficiency cannot be obtained without power of concentration.

And the dealer of the modern sort, who aims to become a success as a hardware, accessory, housefurnishing or sporting goods specialist, the authority of his town, needs the art of concentiation as much as any other man.

Look yourself over, Mr. Dealer. Take stock of yourself. "Frisk yourself," as the slang phrase goes, and see which you are developing—scatteration or concentration.

When you come down to the store in the morning, is it with a definite knowledge of the specific things that you are going to attempt to accomplish that day?

Or do you come down to simply be present on the occasion, and handle the affairs that develop themselves for your attention?

Are taking the offensive or the defensive in your work? Don't forget that there is some difference between the two.

Do you start in the morning, wondering who will turn up during the day that you can sall?

Or do you start in with a clearly defined idea of a service, a function, a comfort, a necessity, that you are going to bring to the notice of Bill Jones or Mrs. John Smith, such service, function, comfort or necessity?

Consider for yourself whether your attitude toward your day's work is that of hope that something will turn up, or decision to make something turn up.

No one needs to tell you whether you are drifting with the tide, or swimming toward

some definite and chosen goal. Tell yourself.

You know what happens to the bird hunter who fires into the middle of a covey of flying birds, hoping for general results.

You know that the successful wing shot is the man who always shoots at a definite bird, trusting to concentration, not scatteration.

Try that idea in your business, every day. Have you in your office a list of the prospects in your town or community. Not the folks who say they are going to, but the folks who can afford to and who, in your opinion, have definite needs?

These are the people you want to concentrate on. Handle at least one of them every day. Don't let the sun set on a day in which you have not made a diligent, intelligent, concentrated effort to sell a service of some kind, to some man or woman who is "not in the market."

Hitch your business attention to something definite constantly.

Keep your eye on the ball.

#### BEHOLD THE HARDWARE MAN By George M. Bittelmeyer.

Behold the hardware man! He cometh down to his store early in the morning hoping that he will gather in many shekels during the day.

The first customer he waiteth on asketh for something that he hath not got in stock.

He telleth him so with great disappointment and heaveth a heavy sigh as he observeth him go out of the door empty handed.

Next a drummer cometh in and taketh up much valuable time trying to get him to stock some new fangled dish washers.

He finally getteth rid of him by ordering a sample, which he knoweth he will be long in selling.

Behold! A woman entereth who looketh like a customer and he hasteneth to wait on her, only to find out that she is soliciting an advertisement for a new cook book to be gotten out by the Young Mothers' Association.

He striveth to get out of the snare she hath laid for him, but well might he spare his efforts.

In the end she hooketh him with her bait and he succumbeth meekly.

He standeth up on a stepladder to get an article for a customer, and behold the ladder slippeth and he tumbleth down and breaketh a hole in the glass show case.

Two Irishmen were up in the mountains hunting with a gun. The one carrying the gun saw a grouse in a bush and carefully took aim. "For the love of heaven, Mike," shouted the other hunter, "don't shoot! The gun isn't loaded." "I've got to," yelled Mike. "The bird won't wait."





#### MEETING OF A. WILHELM COMPANY'S SALESMEN

At a Sales Convention of the A. Wilhelm Company of Reading, Penn., valuable talks on the making and

selling of paints and varnishes were given.

Mr. H. J. Hayden, General Manager, welcomed the visitors in a strong address. Mr. Walter S. Davis, Secretary and Treasurer of the Wilhelm Company, gave reminiscences of the early days of the business which was established in 1857. He spoke of the steady and interesting growth of the company's business since that time and pointed out that the company is manufacturing at tuis time more cans of paint, varnish, stain and enamel than any other one factory in the world.

A talk on paint and color making was given by Mr. Thomas V. Sullivan and demonstrations on dry color making by Mr. M. S. Hopkins followed, the latter

giving a talk on paint from a chemical standpoint.

A talk on varnish, describing the different gums used and the reasons for their use, was given by Mr.

Jesse Cornelius, master varnish maker.
Following his talk, "The Science of Business Building" was the topic of an inspiring talk given by Mr.

Milton Bergey, of Toronto, Canada.

Saying that imagination is as essential to the salesman as to the poet or novelist, Mr. Frank H. Brown, sales and advertising manager, delivered a forceful talk to the fifty or more men present. He told them to keep

their heads in the clouds but their feet on the ground.
"Concentrate on what you are doing and do it well. Don't argue for the sake of arguing. Apply non-resistance. Make the customer enjoy doing business with you. It's far better than to prove anything to his mind. If you must say anything hard, say it with a smile. It will go down easier. Don't talk over a customer's head just because you know. Nobody likes to be made to appear ignorant. Practise a little non-resistance, instead of endeavoring to pursue the wrong principle of trying to enforce a contract or make a customer think your way, just as a matter of principle. Remember, honey catches more flies than vinegar."

#### DEATH OF CHARLES E. NASH

The Nash Hardware Co., Fort Worth, Texas, advise us of the death of their president, Charles E. Nash, which occurred at Rochester, Minnesota.

He was 56 years old and a native of St. Paul, Minnesota. He went south immediately after the civil war. The Nash Hardware Co. was organized by his father in 1872, with whom the two sons, Charles and J. M. Nash, were associated.

Mr. Nash was highly regarded by all who knew him and was prominent in every movement for the welfare and development of Fort Worth, and was likewise a director in the First National Bank as well as a member of the Board of Directors in the Fort Worth Chamber of Commerce. He was a director of the Fort Worth Light & Power Co. and Chairman of the Texas Hardware Jobbers' Association.

He is survived by his wife and two sons, his mother.

a brother and a sister.

The business will be continued along the same lines as in the past according to advice from Arthur D. Hodgson, secretary and general manager.

Mr. A. E. Want has been elected president, W. R.

Duffey, vice-president, Arthur D. Hodgson, secretary and general manager, and F. R. Largent, treasurer.

Messrs. Want & Hodgson have been officers since

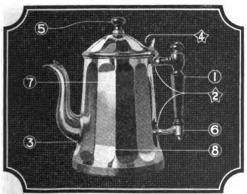
the Nash Hardware Co. was incorporated in 1900, and Messrs. Duffey and Largent have for several years been members of the Board of Directors.

Elmer P Smith, who has been in the employ of the Carey Hardware Co., Raton, New Mexico, has engaged in business on his own account.

The Sullivan Hardware & Furniture Co., Sullivan, Mo., have had the misfortune to have their building destroyed by lightning recently. As they advised us, they were able to save their books and accounts, and a portion of their stock, which they are replacing now as fast as possible. They expect to erect a suitable building soon.







Mirro Alaminum is also designed in plain, round style.



### A Trade-Mark that Stands for All that Is Unusually Good in Fine Aluminum

Millions of women who seek beauty, durability and convenience in their kitchen and household ware will be guided in their selection by the Mirro trade-mark shown above.

Full pages in a wide list of leading publications will carry the Mirro story and trademark month by month. Through this advertising the women of America will learn what to ask for and look for when they go to buy utensils that will reflect good housekeeping.

They will learn to ask for Mirro Aluminum because of its unusual quality and utility features. And to be certain of getting what they ask for they will look for this quality trade-mark stamped on each Mirro piece.

A big Mirro demand is being created for you. Write today for complete information, including dealer catalogue, prices, terms, etc.

# ALUMINUM GOODS MANUFACTURING COMPANY

Manitowoc, Wisconsin, U.S.A.

Note the features of this beautiful Tea Pot: (1) Highly ebonized, sure-grip, detachable handle. ★ (2) Handle sockets welded on. No rivets to cause leakage or to work loose. One-piece construction throughout. No crevices to catch dirt. (3) Welded spout—no leakage—easy cleaning. ★ (4) Welded combination hinge and cover tipper. No rivets. Nothing to work loose or break. No crevices. (5) Rivetless, no-burn, ebonized knob. (6) Flame guard prevents handle from burning. (7) The famous Mirro finish, easy to keep like new. (8) Beautiful Colonial design. Mirro Aluminum is also designed in plain, round style.

\* Star features, 2 and 4, belong exclusively to Mirro Aluminum.



#### LEARNING YOUR BUSINESS

It has been said that the more knowledge a person acquires, the more does he realize how much he has to learn. Perhaps that is why some people believe "Ignorance is bliss," but the man who is intelligent enough to be constantly increasing his fund of information, nevertheless fully appreciates the value of learning. He would not be without it for the world. It means everything that is of importance in life to him.

Many men in business and in the various trades are prone to underestimate the most fruitful source of the advice and information needed in the conduct of their enterprises. The truly progressive man realizes that no matter how much of a success he has made, or how much he knows, there are always many interesting and highly valuable facts which he can acquire and which will be of direct benefit to him in business. And what better means of securing this information can he employ than the clearing house of all business and trade activities—the trade journal?

Even the wisest man in the world can learn from somebody else, and for some reason or other, not all of us are the wisest. The trade paper presents the pertinent ideas that the reader can and should utilize to achieve suc-Its worth is as a rule far beyond the price paid for it or the time spent in perusing the articles contained therein. If we can take no one else's word for it, we can at least put credence in the statement of Edward N. Hurley apropos of trade journals. Mr. Hurley is an eminent authority in the business world, being a manufacturer, former chairman of the Federal Trade Commission, a railway director and now in government service in connection with the war. He says:

"American business men do not realize the value which trade journals and technical magazines may be to them in increasing the efficiency of their factories and in giving them a broad and comprehensive view of their business.

"Our foreign competitors read almost every article published upon their business with great care and thoroughness. Many of them have duplicate copies of their favorite trade paper sent to their homes so that they may read them away from their business without being disturbed.

"Many manufacturers contribute articles to these journals on phases of the business with which they are most familiar. Such articles are bound to be helpful and have a constructive

"Our trade journals and technical papers are the best in the world and they should be encouraged and supported by our business men. Copies should be placed where employes can see them and they should be urged to read

and study them. These papers are preaching the gospel of sound business on practical lines, and are helpful not only to business but to the country as a whole. If the suggestions made by them in the past had been followed by our business men it would not be necessary at this time to point out some of the fundamental weaknesses in American business.'

#### COMING CONVENTION

Kentucky Hardware and Implement Dealers' As-

sociation Convention, Louisville, Ky., Oct. 30, 31, Nov. 1, 2, 1917. J. M. Stone, secretary, Sturgis.

Oklahoma Retail Hardware Association Convention, Oklahoma City, Dec. 4, 5, 6, 1917. W. B. Porch, secretary, Oklahoma City.

Western Retail Implement, Vehicle and Hardware Association Convention, Kansas City, Mo., Jan. 15, 16, 17, 1918. H. J. Hodge, secretary, Abilene, Kan. Pacific Northwest Hardware and Implement As-

sociation Convention, Spokane, Jan. 16, 17, 18, 1918. E. E. Lucas, secretary, Hutton Building, Spokane, Wash.

Indiana Retail Hardware Association Convention, Indianapolis, Jan. 29, 30, 31, and Feb. 1, 1918. M. L.

Corey, secretary, Argos.

Wisconsin Retail Hardware Association Convention, Milwaukee, Feb. 6, 7, 8, 1918. P. J. Jacobs,

secretary, Stevens Point.

Iowa Retail Hardware Association Convention and Exhibition, Des Moines, Fed. 12, 13, 14, 15, 1918. A. R. Sale, secretary, Mason City. Michigan Retail Hardware Association Convention,

Saginaw, Feb. 12, 13, 14, 15, 1918. Arthur Scott, secretary, Marine City.

Pennsylvania and Atlantic Seaboard Hardware Association and the New York State Retail Hardware Association Joint Annual Convention and Exhibition, New York City, Feb. 12, 13. 14, 15, 1918. Headquarters, Hotel Astor, for both associations. Exhibition in Madison Square Garden. W. P. Lewis, Huntingdon, Pa., secretary-treasurer Pennsylvania and Atlantic Seaboard Hardware Association, and John B. Formalian Symptoms.

ley, City Bank Building, Syracuse, N. f., secretary, New York State Retail Hardware Association.

North Dakota Retail Hardware Association Convention, Feb. 13, 14, 15, 1918. C. N. Barnes, secretary, Grand Forks. The place of meeting will be decided later.

Illinois Retail Hardware Association Convention,

Hotel Sherman, Chicago, Feb. 19, 20, 21, 1918. L. D. Nish, secretary, Elgin.

Minnesota Retail Hardware Association Convention, St. Paul, Feb. 19, 20, 21, 22, 1918. H. O. Roberts, secretary, Metropolitan Life Building, Minneapo-

Ohio Retail Hardware Association Convention, Columbus, Feb. 19, 20, 21, 22, 1918. James B. Carson,

sccretary, Dayton.

New England Hardware Dealers' Association Convention, Boston, Feb. 20, 21, 22, 1918. George A. Fiel, secretary, 10 High Street, Boston, Mass.

"What do you suppose has come over my husband this morning, Sophia," exclaimed the wife to a servant. "I never saw him start down-town so happy. He's whistling like a bird!"

"I'm afraid I'm to blame, mum. I got the packages mixed this morning and give him birdseed instead of his regular breakfast food, mum."

Retail Selling Prices in This Issue Are Revised Up to the Time of Going to Press.



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# IS A MANUFACTURER AT THE MERCY OF CUTTER?

(Copyright, by Elton J. Buckley.)

This is particularly a live topic just now. For obvious reasons all details which would in any way identify the merchandise or the persons involved have had to be withheld:

New York.

Among other goods we manufacture a brand of \_\_\_\_\_\_\_, named \_\_\_\_\_\_\_, which is supposed to retail at 25 cents. For years we extensively advertised it as a 25-cent seller, but have not done so for about a year, owing to a complaint from the retail trade.

Among our largest retail customers are the company, which was formerly a conservative house, but recently got in some new blood that believes in going ahead on different lines. About six weeks ago they took up our brand as a cut-price leader and have extensively advertised and pushed it at 19 cents. Being well known and standard, they have done a big trade in it. The brand cost them about 16% cents, so that

adding overhead they would not make an exorbitant profit at 25 cents.

By reason of what has been going on the ——association last Monday adopted resolutions condemning us for selling the ——company, and the secretary even takes the position that we are to blame if we allow the ——company to cut the brand, even if we do not sell them direct. The ——association has some very good firms in it, and already they are curtailing their orders of our goods and tell us that they propose to throw our brand out entirely just as soon as they can. Is this not a boycott? The association takes the attitude that we should not only not sell the ——company, but that in some way we should prevent them from getting or cutting our brand even if they buy through jobbers.

Our regular attorney is absent from his office and meantime we would esteem it a great favor if we might have your opinion. What can we do here to protect ourselves and the trade? Yours respectfully,

What is the legal right of a manufacturer to prevent price-cutting by a retailer to whom he does not sell direct? That seems to be the main question here. As to this cutter suing the above correspondent for cutting him off, there is nothing in that whatever. As I have before explained, this correspondent and everybody else, has an unrestricted and unqualified right to choose his own customers. The cutter's attorney will unquestionably so advise him.

The only real question here is what a manufacturer can do, when a cutter whom he is not selling direct, gets his brand elsewhere and cuts the life out of it, to the disaster not only of the regular trade, which cannot compete, but

of the manufacturer himself, who is made to feel the resentment of the regular trade.

Under recent court decisions a manufacturer in such a situation must watch his step very carefully, or he will exceed his legal rights. have seen a number of these cases settled merely by a friendly talk between a manufacturer and a cutter. I always recommend this course before trying reprisals, because if properly undertaken it is usually successful. If not, the manufacturer faces the probability that the cutter will attempt to buy of somebody who is buying of the manufacturer direct. How much can the manufacturer legally interfere with the cutter's source of supply? He can find out the name of the concern which is supplying him, and he can go to him and say, "Mr. So and So, by selling such and such a firm, you are supplying the ammunition with which he is shooting my business to death. I would be greatly gratified if you would refuse to do so any longer." this jobber—it will usually be a jobber—agrees. all right. The cutter will probably go to auother one, and the same process may have to be gone through with again. In fact, it may have to be gone through several times.

If the jobber refuses, he can legally be cut off without either notice or reason. So can any other jobber or all jobbers. There is no illegality in this, no matter how far it is carried. Under recent court decisions, however, the manufacturer cannot safely enter into any definite arrangement with the general jobbing trade not to sell a given person; only recently a jury has called that conspiracy and given heavy damages for it. But no court has yet said or will say, I think, that a manufacturer may not ask one of his customers to do something and if he refuses to do it, henceforth refuse to sell him.

I have seen this plan tried in a number of cases. In some it was absolutely successful; in others it was fairly successful, and in a few it was not successful at all. But it usually accomplishes something, and if the manufacturer trying it takes care to let his customers know that he is doing everything he can to protect them, he can usually save himself considerable trouble. But the plan that can accomplish the most is the friendly talk between the manufacturer and the cutter.

There is really another question in this case: the right of the association to boycott this manufacturer's goods. Undoubtedly the members of that organization, if they believe the manufacturer is betraying their interests, have the right to stop selling his goods. That is a "primary boycott," which the law upholds.

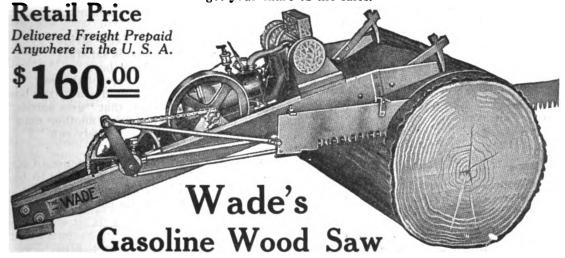
Encourage "looking around" among your customers. Let them take an inventory of your stock, if they want to; don't pounce on them as soon as they get inside the door with a buy-orget-out-of-here air. Let them look all they want to; they are sure to get suggestions.

# You Can Easily Sell the Wade Gasoline Drag Saw

Here is a machine that fills a long felt want—a machine that saves time and labor for its users—in fact, the kind of machine it pays you to handle. The WADE GASOLINE DRAG SAW is being advertised in a big way and has every point in its favor that an easily saleable article should have.

#### CASH IN ON THE DEMAND WE HAVE CREATED

Our advertising campaign now running in all the leading farm and trade journals is impressing the many good qualities of the WADE GASOLINE DRAG SAW on thousands of prospective buyers. By supplying convincing circulars and by direct co-operation we can help you get the full benefit of this demand. Put the WADE on your floor NOW and get your share of the sales.



(Portable)

#### 1918 MODEL----- 4 H. P. ENGINE

All 1918 model WADE Drag Saws are equipped with our new improved 4 H. P. Engine that gives an abundance of power. The WADE is made of the best materials throughout, and is always ready for use—practically never gets out of order. Simple, compact, easy to operate, long lived.

Logging Camps are adopting the WADE at an enormous saving in time and labor, and it is generally known that the lumbering industry has no patience with inefficient and unreliable machinery. An attractive contract is ready for the right kind of dealers in open territory. Write TODAY for details.

#### IT WILL PAY YOU TO GET OUR DEALER PROPOSITION

Oldest and largest independent wholesalers of farm machinery in the Northwest.



322 Hawthorne Avenue, Portland, Ore. 910 N. Howard Street, Spokane, Wash.

52 years' experience has given us the ability to test and judge the efficiency of farm machines.

# Paint Oil and Varnish

#### ALL LIVE MERCHANTS HANDLE PAINT

You never saw a live, up-to-date merchant in your life, but who didn't feature and push paint and varnish products.

Said a successful salesman to us recently, "There is no other commodity that the hardware merchant handles that makes wider appeal to the people of his community."

The merchant who is handling paint has the most potent arguments that it is possible to have—the beautifying and preservation of the home, "be it ever so humble," or so extensive. The mechanic and his family, the farmer and his family, and the manufacturer and merchant are all susceptible to the same arguments, because they are not only plausible, but they are facts no one can withstand, the necessity to preserve what one has.

The woman in the home is in need of many of such products, and the reason a larger volume is not developed, is simply the merchant's own fault. Perhaps it is for lack of time, but one would be surprised if they gave this department into the keeping of a live salesman, and told him he was to be responsible for results. Such a plan would pay for itself many times over.

Manufacturers are always delighted to supply the necessary advertising and literature, to give effective co-operation for salesmen, who show the least interest. Hundreds of successful merchants have told us that their paint department was one of their best paying lines when they gave it attention.

The scope is so wide and the products adapted to such a large variety of uses that paint and varnish products should be and must be given more attention.

There is no investment of such small an amount that will yield such large returns.

The world is surfaced today with men who work with their hands, and either play or sleep with their heads. They belong to a past generation. They have not yet learned that the world is MENTAL and that it is their THINKING that they should first train, if their actions to follow are to be successful.

Girl—"I am going to marry a doctor, so that I can be well for nothing."

Boy—" Why not marry a minister, and then you could be good for nothing?"

#### THE MAN WHO STICKS

The man who sticks has this lesson learned; Success doesn't come by chance—it's earned By pounding away; for good hard knocks Will make stepping stones of the stumbling blocks.

He knows in his heart that he cannot fail; That no ill fortune can make him quail While his will is strong and his courage high, For he's always good for another try.

He doesn't expect by a single stride
To jump to the front; he is satisfied
To do ev'ry day his level best,
And let the future take care of the rest.
He doesn't believe he's held down by the boss—
It's work, and not favor, that "gets across."
So his motto is this: "What another man
Has been able to handle, I surely can."

For the man who sticks has the sense to see He can make himself what he wants to be, If he'll off with his coat and pitch right in— Why, the man who sticks can't help but win!

A farmer's son wished to become a famous lawyer. He went to Springfield, Ill., and accepted employment at a small sum from an attorney. At the end of three days' study he returned to the farm.

"Well, Bill, how'd ye like the law?" asked his father.

"It ain't what it's cracked up to be," replied Bill gloomily. "I'm sorry I learned it."



### FOR \$1.00

You can make that

d Kitchen Drain Board

New and Sanitary by using

"NU-SINK"

Reg. U. S. Pat. Off. Wonderful Chemical discovery that anyone can apply in a few minutes. Leaves a brilliant white Porcelain-finish, dries quickly, hard as flint, durable, WATERPROOF. Thousands of satisfied good housekeepers testify to its merits. Sold by Hardware Merchants, Decorating and Department Stores. Write for interesting free circular and prices to the trade. The "'NU-SINK" Co., 263 L. W. Hellman Building Los Angeles, Cal. (Factory San Francisco)

#### PAINT AS A PRESERVATIVE (A good article to have your home paper print,)

Painting is economy through preservation. Too many people today consider paint only from a decorative standpoint. While paint is a great decorative medium—its first purpose, neverthe-

less, is preservation and protection.

Unless properly pained the wooden parts of a building soon absorb moisture and swell. The joints open and disintegration is rapid. metal roof, gutters and railings soon rust and in a remarkably short time are past repair. Painting as a preservative against the elements is absolutely necessary.

The large iron dome of the United States Capitol shows the need of painting every three years. If this had not been done the structure would have long since been past repair. The same deterioration is probably progressing to greater or less extent on your property today.

The soft sandstone exterior of the White House has been preserved these many years with paint. It was found necessary, as the

stone was rapidly disintegrating.

There are many frame dwellings on the New England coast built over two hundred years ago now in a perfect state of preservation, and

kept so by proper painting.

It is just as necessary to have property painted regularly as it is to pay for protection by fire insurance; in fact more so, for the reason that money spent for fire insurance premiums represents an expenditure to protect against a possible loss, whereas failure to make the proper expenditure for paint protection means failure to protect against certain loss.

Professor H. H. King of the State Agricultural College of Kansas, in a letter written April 17, 1916, makes this statement: "The losses ensuing in this state through lack of paint are much greater than the losses sus-

tained by fire."

#### SOMETHING SHORT

Wife-I just can't find words to describe my new bathing suit.

Hubby-Then why not try some abbrevia-



Rubberset co.

56 FERRY ST.

NEWARK N.J

GOLD

MEDAL

MANUFACTURES AND VARIED INDUSTRIES

Celles H Freen

# PAINT BRUSHES

are selling so rapidly that our factories—the largest in the world—are taxed to the utmost. But no matter how great the demand may be we will never sacrifice for mere volume, one single detail in the superior quality which gave RUBBERSET Brushes

#### The Gold Medal

highest award for brushes at the Panama-Pacific Exposition

This award proves RUBBERSET best. Are you pushing the best and best selling brushes?

#### RUBBERSET COMPANY

(R. &. C. H. T. CO., Props.)

Factories - Newark, N. J.

Pacific Coast Branch, 682 Mission Street San Francisco, Cal.

Full Toilet Brush Line Carried at San Fran-cisco Branch. Write for Prices, Catalog, Etc., on Shaving and Paint Brushes



#### IMPORTANCE OF EVERYONE CONSERV-ING FOOD SUPPLY

The American people, you who are reading this, and everyone else, must be taught to realize the great importance of conserving our food supply, and not be as a San Francisco woman who signed the food pledge, but with one reservation—she didn' see any necessiy for cooking wihout butter; or a Chicago man who signed the food pledge—but could not understand why he was asked to save sugar.

The editor of a trade journal signed the food pledge himself—but thought that its publication in his editorial columns was hardly justified, as it did not seem to be of any great

technical interest to his readers.

The food pledge is making its way very rapidly with the whole American people, but the terrible world emergency behind it has not yet come home to all of us. Living in a land which now has the largest remaining stock of food in the world, we are a little slow to realize that this stock can not possibly be our own to use as we see fit, but must be divided with countries where famine is a constant haunting specter. We live in the midst of plenty this year. But famine is just across the seas, and next year, or two years from now, it may be in our own land unless we can realize the full significance of food savings today, and adjust our habits to provide for tomorrow.

Every provisions of the food pledge, from

wheat to soap fats, has been carefully thought out after detailed study of the world's supply of food today and its probable supplies for several years to come.

Butter must be conserved because the world's supply of edible fats is rapidly diminishing and an increased production can not be secured except by organized effort in the dairy and allied industries extending over several years.

Sugar must be conserved because there is a

serious, immediate shortage.

Every available medium for keeping the food pledge before every man, woman, and child in the United States must be used during the whole period of the war and even for a considerable period afterwards. For this problem of saving food is a responsibility put upon everyone every day. To the individual at the breakfast or dinner table it may seem one of the lesser duties of the war. But in the mass it is one of our greatest and most immediate duties. Every publication and every person that aids in the daily work of reminding the American people of this duty renders a true patriotic service.

#### NEW FACTORY REPRESENTATIVE

Millard & Co., a new firm, has opened offices and sample rooms at 135 New Montgomery Street, San Francisco, Cal. They are representing eastern factories in coast territory along hardware specialties and auto accessory lines.



# BRIER HILL STEEL CO.

Brier Hill Steel
Company

J. S. BISHOP, Secy

OF CALIFORNIA

# STEEL SHEETS

ALL KINDS

# **Stock or Mill Shipments**

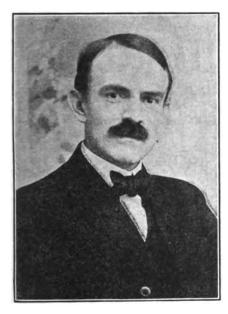
Mills at Youngstown Ohio WRITE FOR PRICES
WE WILL DO THE REST

Mills at Niles Ohio

Large Stock in San Francisco

359-365 MONADNOCK BUILDING, SAN FRANCISCO





PASSING OF EDMUND STEYTLER, GEN-ERAL MANAGER OF SALES PITTS-BURGH STEEL CO.

The trade will learn with sincere regret of the

passing of Edmund Steytler, general manager of sales of the Pittsburgh Steel Co., Pittsburgh, Penn., which occurred at Atlantic City, October 8th.

Mr. Steytler was born in Cape Town, South Africa, October 22, 1869. With his family he removed to Swissville, Pennsylvania, at an early age. He received his education at Trinity Hall, now Washington and Jefferson College, and after graduating entered and Jefferson College, and after graduating entered business with his father.

He first entered the hardware business in 1893 with the Bindley Hardware Co. and the Pittsburgh Wire Co., remaining with them for three years, at which time he became connected with the Consolidated Steel & Wire Co. Later this was merged into the American Steel & Wire Co., with whom Mr. Steytler remained until 1902.

He resigned this position to take charge of the electric welded woven wire fence department of the Pittsburgh Steel Co. In 1912 he was appointed general manager of sales of this company, which position he occupied at the time of his death.

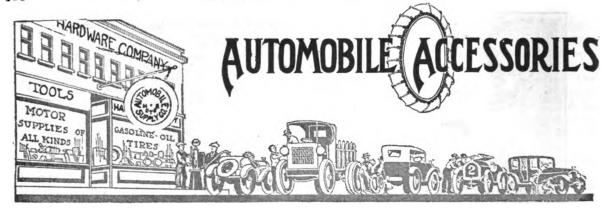
He is survived by a wife and two children, one son now serving with the University of Pittsburgh Base Hospital in France.

Mr. Steytler was a member of the Duquesne Club, Oakmont Country Club, the Country Club, the Field Club and the Pittsburgh Athletic Association. He was highly regarded by everyone who knew him.

He will be greatly missed not alone by his family

and friends, but by those who were brought into business relations with him, and who greatly admired him as a man of excellent character and fine business principles.





# Playing Up Auto Accessories

N THE "between" season, when it is yet too early for playing up Christmas specialties, when fly screens and hammocks are a thing of the past, and even the implements for the fall hunting season have had their due publicity, the hardware man begins to cast his eye around for something on which to make a drive.

I am assuming, of course, that the dealer is one imbued with the modern progressive spirit, who does not curtail his advertising, or sit with folded hands waiting for the "busy" season to arrive. All such merchants know the value of keeping their name and lines constantly before the public, and when there is no specially seasonable goods to be advertised they must take a standard line and make it a bigger seller.

#### Auto Supply Week.

This, then, is an excellent time to push all kinds of accessories for the automobile. Practically all modern hardware merchants handle a good line of auto supplies, and they are of such a diversity of types that a different line could be featured every day for a couple of weeks, and in this way the large and complete stock carried would be impressed upon the public in a very effective manner.

Newspaper advertising should be linked with catchy window displays—in fact, as a trade builder, I would give precedence to the latter, since the window is seen by everyone who passes, while the printed ad is read by

only the few.

It might be well to inaugurate an Auto Supply Week, featuring a different line every day. Advance advertising should set the date for the Supply Week, and give the items for each day, such as Cleaning Day (paints, varnishes, brushes, dusters, sponges, chamois, etc.

#### Comfort Day.

Comfort Day (electric foot warmers, fur and woolen blankets, air cushions, vacuum flower vase holder, mirrors, etc.).

#### Repair Day.

Repair Day (tires, tool kits, air pumps, and the like).

Emergency Day.

Emergency Day (flash lights and fire extinguishers). Novelty Day.

Novelty Day (showing any of the season's novelties—such as little flag holders and silk flags; and the dim-o-lite headlights such as are now required by law in many states); and

General Equipment Day.

General Equipment Day (featuring all the Auto parts which must constantly be renewed owing to the wear and tear of the road.

A description of a few notable displays installed by enterprising hardware men in various sections of the country may serve as an inspiration to the dealer of less originality, or who is too busy to give the necessary time and thought to the most trade compelling window displays.

A Cleveland dealer (Salzer) recently arranged a window that was so striking that it caused not only everyone who passed to pause, but drew pedestrians over from the opposite side of the street. The background was covered with cheesecloth of a deep, dark blue, drawn tight, so as to present a smooth surface. (Crepe paper could be substituted with equal effect, the main thing being to get the solid indigo background). At either side were two tall white pillars topped with globes holding electric lights, illuminated at night. From pillar to pillar, against the blue ground, was woven a huge spider's web, five feet in diameter, of white cotton twine. At one side, in the meshes. was entangled a paper fly, five inches long. A card at one side observed:

DON'T GET CAUGHT—LIKE A FLY Be prepared for night. Get an Electric Flash Light.

Just the thing when something goes wrong with the auto when driving along a dark road. Bring the trouble to light, by bringing light to the trouble. Very convenient, too, when arriving home late at night, and a light is needed to properly house the machine.

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will meet the tire requirements of that customer who rushes in and demands the very best preparedness 'gainst the trials of the road.

That sturdy hero, whose name exemplifies the sturdy characteristics of Revere 'R' Tread Tires, let no hindrance stand in the way of his duty.

What more can be said of Revere 'R' Tread Tires than that "they do their duty?" And by doing it as only a famous anti-skid tire of the better quality can do it, they're winning friends among dealers all over the country—at a pace-making rate.

#### Write today one of the distributors named below for particulars regarding prices, etc.

Moore-Handley Hardware Co., Birmingham, Ala, Stevens Hardware Co., Dublin, Ga. Talladega Hardware Co.

Talladega, Ala. Odell Hardware Co., Greensboro, N. C. E. P. Sanderson Co., Boston, Mass. Watkins-Cottrell Co., Richmond, Va.

Worthington Hardware Co. Staunton, Va.

Logan-Gregg Hardware Co., Pittsburgh, Pa. Bronson & Townsend Co., New Haven, Conn. John Pritzlaff Hardware Co., Milwaukee, Wis.

Mossman-Yarnelle & Co.

Fort Wayne, Ind.

Emmons-Hawkins Hardware Co. Huntington, W. Va.

Richards & Conover Hardware Co.,

Kansas City, Mo.

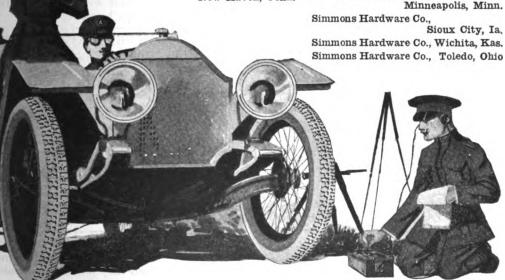
Richards & Conover Hardware Co., Oklahoma City, Okla.

Simmons Hardware Co., St. Louis, Mo. Simmons Hardware Co.,

Philadelphia, Penna.

Simmons Hardware Co.,

Minneapolis, Minn.



The floor was covered with white cloth, with a border of billows of blue, and on it was laid a number of flashlights of various sizes, several with the batteries exposed, and each article

tagged with a little price card.

A very effective general auto equipment window was recently shown by the J. H. Ashdown Hardware Co., Ltd., Winnipeg, Canada. It was floored with blue tiles, and the background was of the same color, with white latticework at either side, overgrown with blue morning glories and foliage (paper). A blue pedestal in the rear was topped with a glass slab, on which were displayed a number of sirens, in each of which was a little silk American, French or British flag. In front of this was a lower stand which held a number of headlights, peeping out of a mass of autumn foliage. A stand at one side held side mirrors and air pumps, and one at the other a complete tool kit. Behind these, on the wall, were hung a number of extra tires. Down in front, spread out on an auto robe, partially covered with a table cloth of heavy crepe paper was a picnic lunch, with thermos bottle holding the place of honor. Back of the lunch on a folding camp stool was an open auto lunch kit, with complete lunch set attached to inside of cover. Each article had a little price tag, and a larger card, framed in a border of autumn leaves, announced:

#### GOING ON AN AUTO TRIP!

Then you'll need one of these veneer lunch kits. Light, compact, with complete equipment for the wayside lunch. Enhance the pleasures of the journey with an appetizing lunch and a bottle of hot coffee.

A repair kit, too, will come in handy. Look over our stock. Tools for every emergency in cases of khaki or veneer. Remember the old story of the kingdom that was lost "all for the want of a horseshoe nail," and guard against spending the night on the road by having the proper repair tools.

A display that directed instant attention to the contents was that set forth by the Raymer Hdw. Co., St. Paul, Minn., which featured but a single article and a popular priced one at that —amber auto goggles. The firm figured rightly that if they could get people interested in a single item and induce them to enter the store they would see many other things of which they might be in need, both in the auto line and that of general hardware. This window was arranged as a huge funnel, stripe of twisted yellow paper running from the top, bottom and sides of the front of the window, to the center of the rear, where there was a big red disc of cardboard. This circle was bordered with auto goggles, while in black letters was printed:

#### SEE! SEE!

Auto Goggles.....Only 58c

Completing the gorgeous coloring of red and yellow, the floor was covered with purple silk, on which were shown flash lights, thermos bottles, repair kits, and little metal standards holding silk flags, to be attached to the front of an auto.

#### THE SALESMAN DOMINATES

The hardware jobber's success in selling tires will depend on the active cooperation of his traveling force, says F. R. Goodell. If the men on the firing line do not become heartily convinced that the tire and accessories business does justify their best efforts, then the lion's share will gravitate to the wholesale auto supply distributors, or some wideawake hardware competitor. A certain amount of business will come to the hardware jobber without great effort on his part, but it will not yield the volume necessary to make the venture profitable. there is a large volume there can be no adequate stock. Stock means prompt service, and this in turn attracts more business. this necessary volume is squarely up to the sales force—and there are few successful hardware salesmen who cannot get their share of the tire business, once they are convinced that the game is worth the candle.

#### Business Is a Pleasure

But it is not to be supposed that you will devote any more time to tires than they can be shown to deserve. You carry a multiplicity of lines, and your time is valuable and limited. Your interest in the profit to be derived, is very directly in proportion to the profit and good will to be gained by your firm—no more, no less. What you want, then, is facts—facts that will keep you in touch with interesting developments—facts that will perhaps help you to sell more tires with less effort.

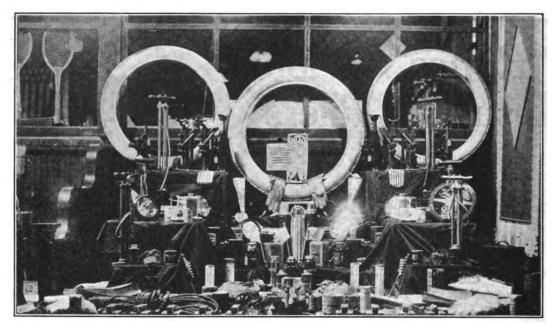
#### CAFETERIA PLAN SELLING ACCESSORIES

Now that the public has become accustomed to the cafeteria plan in the business of selling "eats," a Chicago department store, Rothchild's, has just applied this principle to the merchandising of automobile accessories, and reports the plan a big success. Customers help themselves from a big counter, taking the goods they want to a clerk and paying for them. Each article is plainly marked and priced. One clerk is able to do the work of four under the old system, and the customers are handled more promptly. The store is also a Goodyear Service Station.

It takes longer to be polite to customers, and it takes longer, too, to count the money customers leave when they are treated politely.







Although half a century in business, as mentioned below, H. G. Beatty & Company are receptive to new ideas, new goods and new methods.

They are paying special attention to Automobile accessories. Here was one of their trade bringing Window Displays.

#### FIFTY YEARS IN BUSINESS

Very few, indeed, are the retail merchants who live through a period of fifty years activity since the establishment of their business. It is quite rare that a man should witness the successful continuance and operation of his business, of which he has been at the head for fifty years. Yet such is the experience of H. G. Beatty, of Clinton, Ill.

The business was first founded by I. B. Beatty in 1848. H. G. Beatty, his son, entered the firm in 1865, immediately following the Civil War.

Associated with him at present are his two sons, E. H. Beatty and H. R. Beatty. Mr. Beatty has been fortunate in having his sons with him, for with their father's example before them, they have continued the business along the lines laid out by their father, and there is no one in their community who is more highly regarded or are considered better informed hardware men.

A handsome illustrated booklet commemorating their fiftieth anniversary in business was issued to their friends, and they conducted a golden anniversary sale, which was a marked success.

They handle full lines of everything pertaining to hardware, implements, auto accessories, etc.

It is their pride that the best friends they have are their customers, and their policy is to guarantee everything they sell and every article to be just as they represent it or money refunded.

#### EITHER PULL OR BE PULLED

That is the way F. R. Goodell sizes up the situation as far as the hardware dealer and jobber is concerned in the auto tire business.

Every merchant who is receptive to new ideas, and wishes to serve his community as well as increase his business, is bound to go into the accessory and tire business sooner or later. The sooner he does, the better it will be for him.

# ACCESSORY BUSINESS MOST SATISFACTORY

Our experience in the accessory field has been very satisfactory, and our trade has doubled by leaps and bounds. This is our third season carrying accessories, and our business is four times what it was last year. We are well pleased with the results we have obtained by stocking accessory items.

Duluth, Minn. KELLEY-HOW-THOMSON CO.

#### AN AUTOMOBILE TO EVERY 29 PEOPLE

Every retail hardware dealer knows that automobiles are numerous, but he has perhaps never known that in the United States there is one car for every 29 persons. Iowa led the United States in 1916 in the number of motor cars registered in proportion to population. She had one car for every 11 persons. California was a close second with one car to every 12 inhabitants. Nebraska and South Dakota had one for every 13. Arkansas could show but one for every 116. The average of one car for every 29 people certainly means an enormous volume of business in automobile accessories.

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# The Complete Chain Line

Weldless — Electric Welded — Fire Welded. All Sizes — All Types — All Finishes. From Plumbers' Safety Chain to Ships' Anchor Chain

In addition to Coil Chain of all sizes, types and finishes, we manufacture a great number of fast selling specialties:

Weed Tire Chains, Weed Chain-Jacks, American Tire-Lock Chains, American Welded Towing Chains, and Dobbins, Blow-Out Chains. Halters, Dog Leads and Kennel Chains, Cow Ties and Tie-Out Chains, Heel Chains, "Elweltra" Trace Chains, and Saddlery Hardware. Hammock and Porch Swing Chains, Sash Chains, American Galvanized Chain for Arc Lamp Suspension, Friction Chains for Looms, and Chains for all special purposes.



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As mentioned on the previous page, H. G. Beatty & Company pay particular attention to Auto accessories. Here is their up-to-date method of advertising them.

#### RAYBESTOS BRAKE LINING

The manufacturers advise us that the demand for Raybestos brake lining without wire has been steadily increasing, and where it has been demonstrated for use on internal and external brakes it is unsurpassed. Its superior qualities over cheaper lining for use on Ford Transmissions have been appreciated only of late.

Raybestos for Ford Transmissions is made up without wire insert to preclude the possibility of small particles of wire getting into and short circuiting the

magneto.

It is composed of long fibre asbestos spun and woven into a fabric which in turn is treated with heat and wear-resisting compounds. It is so thoroughly impregnated the co-efficient of friction remains constant even when worn down to a mere fraction of its original thickness.

When applied to Transmission Bands, Raybestos will give considerably longer service than the cheaper

materials offered and has been adopted by many companies operating jitney busses as the most economical and satisfactory Brake Lining.

Raybestos contains no layers or plies, nor rubber compound and is impervious to extreme heat and oil.

Raybestos is the product of a company which originated Brake Lining, and their products can al-ways be identified by the

Silver Edge.

Raybestos for Ford Transmissions.

It is put up in boxes one set to a box, each set comprising three pieces each 23 inches long, together with sufficient rivets for attaching. The container in which it is put is red and black so the package is easily identified.

#### VOLUME ON ACCESSORIES MORE THAN EXPECTED

Editor "HARDWARE WORLD":

We are handling the Hercules Spark Plugs and have found the sale very satisfactory. We do not stock a complete auto accessory line, but are handling only a few of what we think are the live specialties, and so far have found them all very satisfactory. We are adding new goods to our auto accessory line from day to day. The volume in this line is a great deal more than we expected.

LARSON HARDWARE CO. Sioux Falls, South Dakota.

A humane society has secured a downtown show window and filled it with attractive pictures of wild animals in their native haunts. A placard in the middle of the exhibit reads: "We were skinned to provide women with fashionable furs." A man paused before the window and his harassed expression for a moment gave place to one of sympathy.

"I know just how you feel, old top," he muttered. "So was I!"

A rather critical old lady once said to Crawford, "Have you ever written anything, Mr. Crawford, that will live after you are gone?"

"Madame," Crawford replied politely, "what I am trying to do is to write something that will enable me to live while I am here.'





28,000,000 people are reached by Veedol advertisements.

A Veedol sign will bring you rapidly increasing profits, due to the great demand created by the Veedol national

advertising campaign.

Last year the sales of Veedol trebled. This year they may break that record. Pacific coast retailers report 60%—90%—120%, and even larger gains over last year.

#### Selling is easy

We make Veedol easy to sell. It really sells itself. Some advantages of the Veedol proposition are good profits, big volume, a line of goods that adds to your prestige, A-1 cooperation and the greatest advertising campaign in the history of automobile lubricants.

# Why Veedol sales grow rapidly

These two bottles show why Veedol is superior to all ordinary oils. Both bottles

contain samples of oil taken after 500 miles of running. Notice that ordinary oil, in the left hand bottle, contains more than five times as much sediment as Veedol in

the right hand bottle.

This sediment in ordinary oil is the greatest cause of friction and wear in automobile engines. Veedol reduces sediment by 80%.

Veedol is unlike ordinary oil because it is made by the Faulkner Process—a discovery controlled exclusively by the Platt & Washburn Company.

#### Other fast sellers

The demand for Veedol greases is increasing rapidly. They have the same high quality as Veedol. There is a special Veedol grease for every purpose.

#### PLATT & WASHBURN REFINING COMPANY

Monadnock Building San Francisco, Cal.

Main Office: New York City Branches in Boston, Philadelphia and Chicago



OIL

#### Write to one of these Veedol jobbers today for Sales Proposition

ARIZONA—Phoenix: Auto Supply Co.
Tucson; J. Breck Richardson
CALIFORNIA—Fresno; Evins Rubber & Supply Co.
Helena; A. M. Holter Hardware Co.
Los Angeles; McCoy Motor Supply Co.
Oakland; Berg Auto Supply Co.
Sacramento; Jas. S. Remick Co.
San Diego; Cavin Williams
San Francisco; Lathan Auto Supply Co

CALIFORNIA—San Francisco; McCoy Motor Supply Co. Stockton; Jas. S. Remick Co. COLORADO—Denver; Quinn & McGill Motor Supply Co. H. I.—Honolulu; Smoot & Steinhauser, Ltd. NEVADA—Reno; Nevada Auto Supply Co. OREGON—Portland; Ballou & Wright TEXAS—El Paso; Western Motor Supply Co. UTAH—Salt Lake City; Salt Lake Hardware Co. WASHINGTON—Seattle; Ballou & Wright



# CENTURY TIRES



GUARANTEED 7500 miles small sizes. 6000 miles large sizes

# Century-Plainfield Tires

Have a SUPERSER-VICE built in with a DETERMINATION—then carefully inspected and oversized. That is why their large guarantee becomes a fact when real service begins.

Users want CENTURY Superservice Oversize Tires.

CENTURY Dealers find that sales are certain on CENTURY-PLAINFIELD Tires.

Write for Dealers' Proposition

TBRRITORIAL DISTRIBUTORS

Pacific Hardware & Steel Company San Francisco, Cal. R. M. Wade & Company Portland, Ore. and Spokane, Wash.

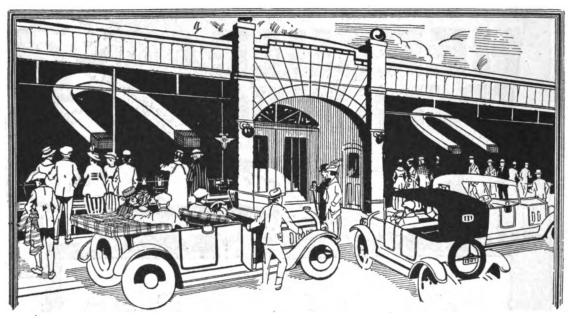
Pacific Coast Branch and Warehouse



430 Golden Gate Avenue SAN FRANCISCO

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#### WINDOWS ARE MAGNETS TO DRAW TRADE

Successful merchants pay high rents to be on prominent streets, in good locations, so as to have the advantage of large window space in advertising their goods. If it is important that big merchants do this, how much more important is it that the little dealer should pay fully as much, if not more attention, to utilizing to the best advantage what window space he has.

The Blevins Hardware Co., Blevins, Nebraska, has been incorporated with a capital stock of \$15,000.

#### A STRONG GUARANTEE

R. F. Sedgley, manufacturer of the Hexall line of socket and ratchet wrenches, offers to repair any Sedgley wrench free of charge that may be broken, so confident is he of the quality and durability of the Hexall line.

The Hexall socket wrench No. 5 is a splendid tool with a 10½-inch Hexagon Steel handle, 7 sockets made from bar steel case hardened. Sockets are packed neatly on the handle when not in use. Friction ball in handle prevents them from dropping off.

handle prevents them from dropping off.

Hexall Ratchet Wrench No. 2 has a 7-inch handle, steel forging, two screw driver bits of best tool steel.

These wrenches are sold by the leading jobbers, and R. F. Sedgley will be glad to give full information to any of our readers upon request.

#### KWIK-LITE THE QUALITY FLASH LIGHT

This is the title of a very interesting booklet, the first part showing portions of their manufacturing plant where the Kwik-lite is made, and illustrating their methods of production, inspecting, etc.

Aside from this it shows the publicity which the

Aside from this it shows the publicity which the Usona Mfg. Co. are offering to their jobbing and retail trade in telling the consumers of the merits of their flesh lights.

their flash lights.

This fact and the further fact that the Usona people use publications such as the "Hardware World" to keep before the merchants and dealers the merits of their flash lights, telling the trade of their methods of co-operation, aside from the intrinsic merits and quality of the flash light, makes it a most desirable article to handle.

They will be glad to give full information as to their methods of co-operation, illustrating the superior points which they claim for the Kwik-lite, to any of our readers upon request.

### STRONG SOCKET BRACE FOR AUTOMO-

Removing demountable rims is a task that often tries the automobilist's patience unless he is supplied with the proper equipment. A few unpleasant experiences soon put him in a mood for appreciating a strong, handy device for the purpose, and this, it is



said, he will find in the V & B Automobile Socket Brace, which is shown in the accompanying illustration. This tool is designed to remove demountable rims and is described as durable in construction and efficient in operation.

The strong feature of this Brace is the fact that the Socket end is drop forged and attached to the Sweep Rod in such a way that it cannot work loose. Most of the Socket Braces furnished with Automobiles are very cheap in construction and have malleable sockets instead of steel sockets.

The nuts on the rim are usually rusty and the pressure on a malleable socket will often cause the socket to break. This is very uncomfortable to a motorist on a country road.

The socket is furnished in two finishes—nickel-plated with walnut handles, and polished with hardwood handles, each in four sizes for the nuts on various makes of rims. Full particulars are given in the new catalog which shows the extensive line of V & B tools. Copies of this catalog will be sent upon request, by the Vaughan and Bushnell Manufacturing Company, 2114 Carroll Avenue, Chicago.



# Say "Same as last."

Miss Typist can order

### ROYAL WASTE

as well as you, once you've chosen your favorite of these

#### Twelve Standard Grades

WHITE

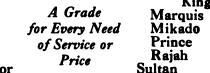
Baron

Count Duke

> Earl **Emperor**

COLORED

King Marquis



Ask the men who use it how much it means to get a waste that's

### STANDARDIZED and GUARANTEED

Uniform Quality—"Tare" (Wrappings) 6%—Even Weight—as ordered

Ask your jobber or write for Royal Sampling Catalogue; ask for samples of Royal Wool Waste

### ROYAL.

GENERAL SALES OFFICES AND PLANT

New York Office-2 Rector St. St. Louis Office-Pontiae Bldg. RAHWAY, N. J.

Pittsburg Office—Oliver Bldg San Francisco Office—Wells Fargo Bldg

Chicago Office-People's Gas Bldg.

LOOK FOR THE BRAND ON EACH STEEL BAND





#### ON A WORLD EXTENSION TRIP

L. C. M. Reed, sales and advertising manager of the Channell Chemical Co., of Chicago, and who is likewise a director of the company, sailed early in October in the hope of building up a still larger trade on their products in the Orient, Australasia and South Africa, where he will spend two or three years.

He is also undertaking the trade development in those countries of a few other lines not of their own manufacture. Mr. Reed takes a prominent part in all work pertaining to the development of trade for a number of manufacturers, and his ability is well

known.

#### A NEW TOOL COMPANY

Announcement is made of the formation of a new company for the manufacture of hand and drop forged tools, to be known as The Fairmount Tool & Forging Company, 10585-10611 Quincy Avenue, Cleveland, Ohio.

The officers of the company are J. Wentworth Smith, President; B. G. Gilmore, Vice-President and Sales Manager; Chas. W. Yarham, Secretary and Treasurer.

Those named with Mr. H. O. Gibson and A. L.

Homans comprise the Board of Directors.

The management of the company has been associated with the tool-manufacturing business for the last ten years, particularly relating to the tool equipment supplied by the Automobile Manufacturers with their car.

Factory space containing 16,000 feet of floor space with ample opportunity and capital for expansion with the growth of business, and as they are located on the Belt Line connecting with all railroads entering Cleveland, the transportation facilities are well provided for.

This branch of industry is particularly important

This branch of industry is particularly important at this time because of Government requirements and the prospects for the latest entry in this field are particularly promising.

### SELLING ACCESSORIES MOST SATISFACTORY

Charles Ilfeld Co., Las Vegas, New Mexico, tells us while they have only been handling auto accessories and spark plugs for the last eighteen months, the results have been most satisfactory.

### THE RIGHT OF WAY By Edgar A. Guest, in Milestones.

I've ceased to ride with Ezra Green, Who drives a fine, high-powered machine; I'd rather walk for miles in dust, Than let him hold my life in trust. On hot and sticky days, by far I'd rather take a trolley car Than risk the dangers of the street On Ezra's richly cushioned seat. For Ezra is the sort of jay That boasts about his right of way.

Bound north or south, he gives her gas. And will not let a stranger pass; At crossings never once he slows But madly on the road he goes, And when I mention caution, he Then scornfully looks back at me And this is all I hear him say: "Don't fret, I've got the right of way; The other chap must careful be, It"s up to him to stop for me."

It's hard to sit in comfort cool
Beside a driver who's a fool;
Although I have a worthless neck,
I would not risk it in a wreck,
Nor would my precious blood I draw
By folly countenanced by law.
It would not help me when I am dead
And my poor soul above has fled,
To have the judge and jury say:
"Deceased possessed the right of way."

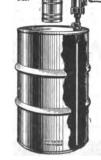
So now when reckless Ezra Green Invites me into his machine, Politely some excuse I give And spurn his ride that I may live. I fear too much, when I am out, The right of way he boasts about; This thought is always at the top: Some day the other chap won't stop. And graveyards choke with men today Who trusted to their right of way.

### GROETKEN AUTOMATIC MEASURING PUMP

Attention is directed to the announcement of the Groetken Pump Co., whose automatic measuring barrel pump will fit any shipping barrel.

This is a self measuring outfit at a small cost for kerosene, gasoline or oil, and is a big saving for every merchant. There is no transferring required, no funnels or measures, no spilling. Correct measurements are guaranteed.

There are thousands in use and the Groetken Pump Co. sell their outfits on the basis of satisfaction guaranteed or money refunded. Full information may be obtained by addressing them at Aurora, Ill., mentioning this publication.



GASOLINE.

# "HEXALL" SOCKET WRENCHES

ARE MADE AND GUARANTEED ON A STRICTLY QUALITY BASIS

BREAK ANY SEDGLEY WRENCH AND WE REPAIR IT—NO CHARGE

LET US TELL YOU ABOUT HEXALLS AND OUR OTHER QUICK SELLERS SEND FOR CATALOGUE TODAY.

R. F. SEDGLEY

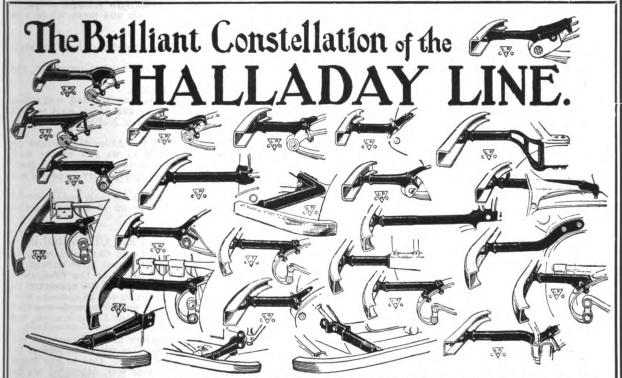
2311-13 N. 16th ST., PHILADELPHIA, PA.



Hexall Socket Wrench No. 5



Hexall Ratchet Wrench No. 2



Mr. Dealer: In this galaxy of stars of the Bumper firmament you will find a bumper to fit every car on the road.

If you carry this line you can control the bumper business in your territory.

Write us or the nearest distributor today for full details of the most profitable accessory in the automobile field.

#### L. P. HALLADAY & COMPANY, Streator, Illinois

DISTRIBUTORS

Asch & Co., 16-24 W. 61st St., New York City.

E. L. Thompson Co., 817 Boylston St., Boston, Mass.

Gray-Heath Co., 1440 Michigan Ave, Chicago, Illinois.

E. L. Thompson Co., 817 Boylston St., Boston, Mass.

Sanford Brothers, Chattanooga, Tenn., Southern Distributors.

Hughson & Merton, Inc., San Francisco, Los Angeles, Portland and Seattle, Pacific Coast Distributors.

Retail Selling Prices in This Issue Are Revised Up to the Time of Going to Press.

#### THE FOOD ADMINISTRATION SEEKS TO VISUALIZE ITS MESSAGE IN WINDOW DISPLAYS

Every man, woman and child in the country must be brought to understand what food saving really is, and how they can help win the war by cooperating. Many have jumped to the conclusion that food saving means thrift, or that they must eat less than they need. As a matter of fact, they should eat just as much as they need, only substituting other foods for the staples that we must send to our Allies. Substitution may mean thrift, but that is not its main end. To show people what food saving really means and how to carry it out, a direct appeal to the eye is necessary, and to this end window displays in the retail stores of the country are to be used as one of the most effective mediums.

For the guidance of merchants and display managers who wish either to "do their bit" by dressing windows, the following outline of policy has been furnished by the Food Administration:

#### Outline of Policy.

United States Food Administration, Food Conservation Section.

- 1. What is the message of the Food Administration to the American People?
  - 1. To save A, Wheat. 2. To save B, Meat.

  - 3. To save C, Fats.
  - 4. To save D, Sugar. 5. To save E, Fuel.

  - To save F, Milk.
    To use G, Perishables. 8. To eliminate waste.

How are we to get this message over? "Eat plenty, wisely and without waste."

#### Use Less of

- A. Wheat—
  1. Eat less wheat bread.
- 2. Don't waste a single slice; make toast, puddings, etc., of all stale bread.
  - Put the loaf on the table and slice as needed.
- 4. Save one pound of flour per capita per week and the Allies will have bread.
  - B. Meat-
- 1. Eat less beef, mutton and pork; use any of this kind of meat not more than once a day.

  2. Do not waste an ounce; utilize all leftovers.
- 3. Thus save the country's domestic animals—the supply is running short.
- Use one ounce of meat less per person per day and the Allies will have meat.
  - C. Fats-
  - Use less butter in cooking; eat fewer fried foods.
  - 2. Don't waste any butter, lard or drippings.
  - D. Sugar-
  - 1. Eat less candy, drink fewer sweet drinks.
  - \*2. Omit frosting from your cakes.
- 3. Eat only three ounces, instead of four ounces a day, and the Allies will have sugar.
  - E. Fuel-
- 1. Burn less coal; turn out electric lights; turn down the heat in radiators on leaving rooms. To use less coal is to release more transportation for military purposes.
  - F. Milk-
- 1. Waste no milk. We must send condensed milk to our fighting Allies.

#### Use More of Substitutes for

#### Wheat-

1. In place of wheat, use more corn bread, oatmeal bread, rye bread, barley bread, and, in the South, eat cottonseed bread, thus saving wheat.

2. Eat oatmeal, barley and corn breakfast foods,

corn and buckwheat cakes.

3. In place of one slice of bread, eat one extra potato a day.

1. In place of meat, eat vegetables, salted and fresh fish, cheese, milk, eggs, poultry and game.
2. Eat peanuts, peanut butter, beans, dried peas,

nuts.

C. Fats-

Use vegetable fats or oils in cooking.

2. Use the following animal fats: Suet, beef drippings, goose oil, chicken fats, pork fats from cooking.

3. Make your soaps for rough cleaning at home,

since soaps contain fats.

D. Sugar-

- Can your fruit juices; turn into jellies as needed. 2. Use honey, molasses and dark syrups instead of sugar.
  - E. Fuel-
- 1. Use fireless cookers; use wood, oil and gas in place of coal wherever you can.

F. Milk-

1. Turn all left-over milk into cottage cheese or use in cooking. Use less cream and more whole milk and cheese.

Also-

1. Use more fruits and vegetables; they are abundant. 2. Store potatoes and other roots properly, and

they will keep. 3. Dry fruits and vegetables.

To use more of the things recommended will release more of the things needed by the Allies, and make it possible to meet our duty as a Nation and as individuals.

Our problem is to feed the Allies this winter by sending them as much food as we can of the most concentrated nutritive value in the least shipping space. These foods are wheat, beef, pork, dairy products and sugar.

Our solution is to eat less of these and more of other foods of which we have an abundance, and to

waste less of all foods.

#### HOW DIXON'S HELPED CHEVROLET

A hot pace was set by Louis Chevrolet when he drove his Dixon-lubricated Frontenac flyer around the hundred-mile Harkness Cup course at the Sheepshead Bay Track, on Sept. 23rd. Before 40,000 spectators he sped over the course in 54 minutes and 20 seconds, making the distance in 2 minutes and 30 seconds less than the dare-devil Dario Resta, another Dixon-disciple, had previously covered this distance.

The famous French upholder of the Frontenac colors took the lead in the first five miles and except for a short interval, was never headed. One of the things which helped him win the race was, naturally his immunity from trouble. Old Man Friction always has a front seat at the big speed tournaments and is one of the most troublesome jinxes that must be headed off by the driver who would be successful. Not only must the winner in such close competition have great skill as a driver, but he must also be far-sighted enough to be prepared to discount trouble. It was farsightedness more than fortune that helped Chevrolet win out for he had been far-sighted enough to choose the lubricants he knew he could depend on—Dixon's Graphite Automobile Lubricants.

His past experience and the record of scores of other noted racing drivers were recommendation enough to Chevrolet. So it should be to every driver -professionals, pleasure drivers, or those who use motorcars as a business aid.

### **Romort Automatic Air Valves**

THE SERVICE STATION'S FRIEND



This Valve is a guaranteed device and has no equal for free air stations. Will withstand any rough or hard usage and abuse. Recommended for any free air station or air storage plant, repair shop or any station that is subjected to hard, rough usage. Air is released only when the Valve is pressed on to the tire and when disconnected is thrown down absolutely air-tight; the operator cannot waste your air. Will fit any size tubing, and comes equipped with the famous Romort Pump Connection Rubber.

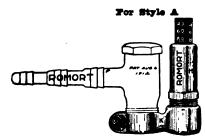


Style B

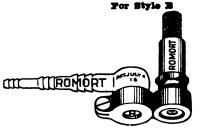
The Style B Automatic Air Valve is recommended to free-air stations requiring a small and inexpensive air device. Stem is made to fit any size tubing, and is automatic in opening and closing, and guaranteed to be positively airtight. We strongly recommend this Valve for use of private or public garages, vulcanizers, tire repair shops, etc. Every Valve leaves the factory equipped with the Romort Pump Connection Rubber.

### **Romort Tire Tester Attachment**

A GARAGE NECESSITY



List Price, \$1.50 CILINDANDRY

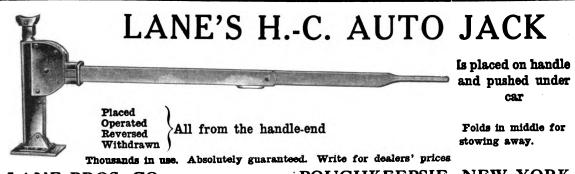


The Romort Tire Tester Attachment is a device for attaching your gauge to either Style A or Style B Air Valves, and gives the service station a permanent holder for its gauge, ready for instant use by the public. Simply screw your gauge into the holder and you have a tire tester and tire inflator combined in one, and the old trouble of losing gauge is forever over. We sell only the holder attachment. Every garage with free air should be equipped with the Romort Tire Tester Attachment.

Caution—When ordering, state whether for Style A or Style B Valve.

FOR SALE BY ALL JOBBERS

## ROMORT MANUFACTURING CO. SEATTLE — CHICAGO



LANE BROS. CO.

POUGHKEEPSIE, NEW YORK

Retail Selling Prices in This Issue Are Revised Up to the Time of Going to Press.



#### FORMING MILLION DOLLAR CORPORA-TION

F. J. Kelley, manager of Common Sense Mfg. Co., and inventor of Common Sense Luster Restorer, is arranging with eastern financiers to form a million dollar corporation to increase the output of their product, and to form distributing agencies throughout the country

Mention was made in a recent issue of the HARD-WARE WORLD of some facts relative to Mr. Kelley's early career, and of the years he spent in inventing and manufacturing a product, with which he has had marked success, and which is now being distributed by a number of jobbers throughout the country.

The plans under contemplation provide for branches to be established in numerous cities throughout the country. It is planned to manufacture the product on a large scale, and to conduct a large advertising cam-paign with a view of bringing it before every automobile owner in the country.

This will naturally cause an increasing demand for their product on merchants and jobbers.

Mr. Kelley claims this is the only luster restorer which is without oil, grease, wax or acid, and it was

only after years of scientific experiment that he was able to compound a formula that would give him the results which have long been sought.

Merchants and jobbers who have become interested in the proposition realize there will be a constantly increasing demand for the Com-Sen Co.

Full information can be had by addressing the manufacturers as mentioned in their announcement in this issue.

#### WHAT ARE YOU DOING TO GET NEW CUSTOMERS

Holding old customers is well enough. In fact, the old customers should not be neglected under any circumstances. Perhaps they came to you, and have stayed by you when your business was much smaller than it is now, and by all means don't overlook anything that will hold their trade, and that will let them know you appreciate their patronage, but at the same time, unless the buying capacity of old customers materially increases, you can not increase the volume of your business unless you get new ones.

New customers, new trade, generally comes to those who make some effort to get it, those who let it be known that they want it. Try for it as you may, you will lose a few old customers, and if you make no effort to get new ones, your business will be on the down grade, going backwards.

Customers you now have will not always be with you. Some of them move out of the community, some will die, and cempetitors will get some of them.

Now every live merchant must get new customers. There are innumerable ways of finding out people who move into your community. At the same time some of your old customers are needing the goods you carry and don't know you have them in stock.

This applies particularly to automobile accessories and supplies. You can make arrangements with the proper officer who issues the new licenses in your city or state, and aside from advertising in your local paper, the circularizing and the personal work by letter, as well as personal calls are most valuable.

#### TAKING THE AVERAGE MAN'S WORD

The new spirit in business has led to a wonderful faith between merchant and consumer. Each is learning to trust and to deal honestly with the other.

A Chicago dealer in automobile tires, handling an enormous volume of business from Florida to Alaska, has the greatest faith in his fellowman, and finds his faith justified by long experience. This dealer, speaking at St. Louis, said in part:

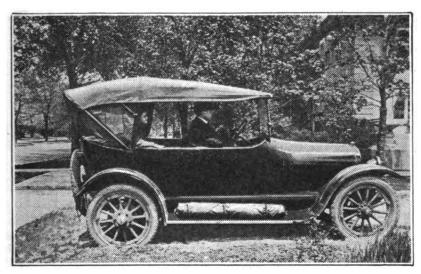
"The tires are sent out from one of our houses at New York, Chicago, Kansas City, Fort Worth or Portland. They may be used on desert, or in the mountains, or in a mining country. Alaska or Florida—it makes no difference—we have no right to ask a customer the nature of the country where he is using his tires. If the tires do not give him the service we guarantee him, all he does is to pack them up, express them back to us and tell us to make a satisfactory adjustment. He tells us how many miles they run and his opinion we have to accept. Of course, if a man should deliberately, consistently endeavor to make unfair claims, he would very soon be found out and would simply be requested not to send us any more orders; but those are extremely rare instances."

It was not the rule, but the exception, twenty years ago that an article such as an automobile tire could be sold on a guarantee and put in the hands of a customer perhaps thousands of miles away, and then let him decide whether he had had proper service out of it. It is almost a revolution in modern business.



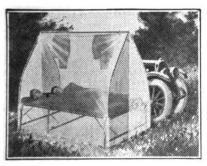
# The TENT-O-BED

TRADE MARK



Cut No. 1—Showing Tent-O-Bed Bolled Up in Dust and Water Proof Wrapper.
On Running Board.

The Tent-O-Bed is a tent and a bed complete in itself, for automobile tourists, campers, or for any purpose where it is necessary or desirable to sleep out of doors. No stakes, ropes, or poles are required; positively mosquito and insect proof; absolutely water and mildew proof.



Tent-O-Bed.
Showing general construction.

Can be erected in five minutes anywhere and needs no other support. Folds up so compactly that two may easily be placed on the running-board of any automobile; is conveniently carried in a canoe. It is self-contained in every particular and as comfortable as any bed made.

Special tension regulating device takes up any stretch of material in the bed caused from use and absolutely prevents occupants from rolling together.

Send for catalogue and full partiuclars.

## The Tritch Hardware Co.

Distributors for Rocky Mountain District
Denver, Colorado

#### BENEFITS OF MILITARY TRAINING By Frank G. Logan.

I am glad to see that the subject of universal military training is being discussed throughout the land. If the government has the foresight to take up systematically as a permanent policy the training of young men to the point where they can quickly become effective defenders of the country, it will be not only the proper thing, but the best insurance for our future safety.

Writers and speakers upon this subject do not, in my opinion, give sufficient emphasis to the benefit the young man will receive from this training. To my mind this is quite as important, if indeed it is not the major reason, for such training. If one needs an ocular demonstration of what military training does for young men, let him note the fine physique of the boys in khaki upon the streets today, and compare them with the other boys, or note the change that has taken place in the few months of rigorous discipline on the Mexican border. A young man taking this training will have not alone a fine physique, better poise, larger lung power, a capacity to endure greater physical exertion without exhaustion, be better able to throw off disease, but it will clarify his thinking-it will make him more alert, quick to decide, prompt to act, he will be a better employe, will be able to earn more money, he will be better able to direct and supervise men, and will add in a hundred ways to his mental, moral and physical equipment.

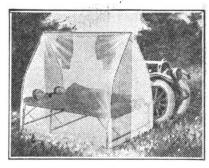
Thousands of parents are sending their boys to military schools; they have been doing so for years, notwithstanding it is expensive, and tens of thousands more parents would be glad to do this if they could afford it. The purpose was not training for war-no one thought of that, but training for better life work. Six months or a year in a federal training camp will do more to make a boy strong, healthy, manly and a good citizen than any other time or money that could be expended. The bringing together of boys from all walks of life and all parts of the country and establishing the democracy of the "dog tent" will break up the lines of cleavage that are appearing in our civil life and help to make democracy a reality instead of a sentiment.

Let us hope that one of the things we learn in the great crisis before us is the value of trained men, and that we will have the judgment and foresight to make such training a permanent policy of the government. It will do more to regenerate manhood than any other single agency. If there was no such thing as war, the rigid discipline and the splendid training and development acquired would more than justify the cost. The greatest asset of our country is its citizenship and the government has a duty in the premises. Every citizen should insist that Congress immediately, upon reassembling in December, make a permanent provision for the training of young men between eighteen and twenty years of age along the lines worked out in the Chamberlain bill, and if the people throughout the country would take hold of the matter and insist upon it, such a law could be quickly put upon the statute books.

#### EVERY MERCHANT CAN SELL THEM

Every automobile tourist and every camper has use for a convenient tent, and when that tent combines a bed, complete it makes it all the more appealing.

Tritch The Hardware Co., of Denver, Col., are the manufacturers of a tent -- o -- bed, which can be



Tent - O - Bed, Showing general construction.

erected in five minutes anywhere and needs no additional support. It folds up so completely that two of them may easily be placed on the running board of any automobile. It is self contained, and complete in every particular. It does not need any stakes, ropes or poles. It is mosquito and insect proof, and is water and mildew tight.

The Tritch Hardware Co. will be pleased to give

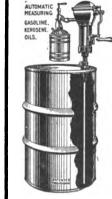
full information to any of our readers upon request.

#### VERY SATISFACTORY

As to our experience with automobile accessories and spark plugs, while we have only entered this business on a small basis, we have found it very profitable and it is increasing very satisfactorily.
GRAY & DUDLEY HARDWARE CO.,

C. B. Hamilton, Purchasing Agent, Auto Accessory Dept.

The Big Sandy Hardware Co., Paintsville, Kentucky. has been incorporated with an authorized capital stock of \$30,000 by C. C. Preston and G. H. Preston and J. Kurells.



#### **AUTOMATIC MEASURING BARREL PUMP**

Will fit any shipping barrel; a self-measuring outfit at a small cost for Kerosene, Gasoline, or Oils; a big saving; no transferring, no funnels or measures required; no spilling; measurements; hose can be used if wanted; thousands are in use. Satisfaction guaranteed or money refunded.

#### Groetken Pump Company

171 Middle Ave., Aurora, Ill.

Here's Profit You Never Had Before

Cash in on the Demand We are

Creating for

ALCEMO MFG. CO. 101 Bridge St., Newark, N. J.

> Please mail me your book and your dealer proposition.

## **KOR-KER Tire Treatment**

It's a Time Tested Proven Success

Kor-Ker seals punctures instantly, and permanently. It ferrets out and stops alow leaks. Kor-Ker prevents under inflation—you dealers know what that means to the life of a tire. Kor-Ker is a preservative of rubber. We guarantee it will not injure tires, but on the contrary give them longer life. Motorists have tried Kor-Ker out and found it's made good under the most severe tests.

We have distributors in U. S., Canada, England, France, Russia, Norway, Sweden, Holland, Spain, Portugal, India, Egypt, S. Africa, S. America, Australia, New Zealand, Java, Philippines and Trinidad.

## We are advertising KOR-KER for you in 25 leading magazines

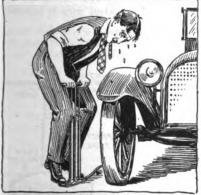


**KOR-KER Tire Treatment** 

Driving Nail into Tire Treated with Korker Tire Treatment. This is the strongest proof anyone can ask and will convince the most skeptical.

There's a big, liberal profit in it for you. But first make us prove to your own satisfaction that we've got the goods. Then let us tell you what other dealers are doing with Kor-Ker. We invite the most thorough investigation.

ALCEMO MFG. COMPANY, 101 Bridge St., Newark, N. J.



THE OLD WAY Both Man and Car are Tired



HE ROSE WAY

A Back Breaking Job for a Strong Man is Child's Play

With a

## Rose Tire Pump

"It's the Patent Valve"

ON THE MARKET THREE YEARS AND NOW THE BIGGEST SELLER IN ITS LINE

#### For Sale by Most Jobbers

TO SHOW YOU we will send you a sample Rose Pump direct from the factory at the regular dealer's price, transportation charges prepaid, providing you will send us the name of your jobber.

LIST PRICE \$3.00

J. H. Haney & Co., Hastings, Neb.

MANUFACTURERS

Rose Tire Pumps, Rose Grease Guns, Rose Fan Belts, and All Automobile Leather Accessories

FRICTION TUBE



DON'T EXPERIMENT START YOUR CAR OFF RIGHT THEN STAY RIGHT

### MONAMOBILE OIL

Will be a revelation to you in
Smooth, steady action of motor
Gain in power
Freedom from carbon

Motor B Tractor Oil Monarch Axle Grease Monamobile Transmission Grease Gold Medal Cup Grease

#### MONAMOBILE OIL CO.

San Francisco :: Los Angeles

Distributed in the Northwest by WHITON HARDWARE CO., Seattle J. E. HASELTINE & CO., Portland

Our 15-gallon drum is just the thing for your private garage

### THE RIGHT WAY

to build up your accessory business is to sell your customers supplies that give the best service—tires, "gas," oils or lubricants.

### PIXON'S Automobile LUBRICANTS

are the ones that give 100% service and are ever dependable. They will help you build a better business.

Write to us for Dixon's Dealer's Deal No. 230-G.

Made in Jersey City, N. J., by the

Joseph Dixon Crucible Co.



Established 1827



#### DASH AND POST CONTROLS

For moving carbureter chokers, gasoline needles, air valves, etc. These adjusters are made in three different types. One is for the steering post, where the operating end runs through the side of a band that

\_ *POST* CONTROL encircles the steering post and is clamped to it tightly by means of a screw. With the dash control,

With the dash control, the operating ends are attached to the dash by means of screws or the plate which holds this operating end is held to the dash by a retaining nut on the other side. The plate in that instance is brought hard up to the dash by a nut screwed up on a threaded piece run through to the other side of the dash.

These controls enable the driver to make or change adjustments with-

change adjustments without moving from the seat—a very necessary feature, for instance, when starting out cold mornings before the engine has had a chance to warm up; or to make the carbureter an easy starting device, or to change the adjustment on the road when the motor does warm up and the mixture gets too rich, etc.

up and the mixture gets too rich, etc.

The flexible coiled wire is used as a case or holder or director of the adjusting wire which is run through

the inside of this coil.

To install the dash control means only the boring of a small hole through the automobile dash and setting the control in place by screws or the retaining nut. Clamping the band about the post is enough for the post control.

the post control.

The adjusted section at the other end of the coil is worked by pushing or pulling the button at the dash part to which the inside control wire is securely

astened

The pushed or pulled wire stays where put, being held in place by friction. The tube type affords the most friction so that if the adjusted section has a spring to bring it back then

spring to bring it back then it needs a strong friction against the tendency to fly back and it is best to use this style. The inner wire in the tube is bent into a broad "U" shape inside of the tube and this working against the wall—the adjustment wire working against the coil—holds in place.

The Breeze Post and Dash Controls are the simplest in action and the lowest in price on the market. There is nothing that might get out of order. Every delicate part has been eliminated. The finish FRICTION TUBE

PUSH & PULL PUTTON

BUTTON

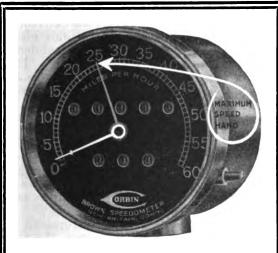
is polished nickel and looks the high quality that it is.

Quotations are gladly given on special quantities or assemblies. The standard assembly in each case has a 5-foot coil from the button to the end of the adjuster, the button is 34-inch across the face and the stamped plate is 138 inches in diameter. If the Post Control be ordered, give the diameter of the post so that the proper size of that can be sent.



MAKE YOUR CAR RIDE EASIER
Knowleen's Spring Leaf Spreader
Adjustable to any size auto
spring—100% easier riding,
and squeaking stopped. Also
a good repair clamp.
\$1.50, all dealers, or sent
prepaid.
SPRING LEAF LUBBICATOR CO.
1805 Ferest Ave. Ann Arbor, Mich.





# An Essential Part of Your Machine Equipment—the

### ORBIN-BROWN SPEEDOMETER

The functions of a speedometer are to show you just how fast you are going and how far you have gone.

If it does these things and does them accurately, it is a valuable investment; if not, it is worthless.

But speedometers have many influences to contend with—heat, cold, altitudes and electrical disturbances and equipment.

By many speedometers this contest is not waged successfully.

This is not the case with the Corbin-Brown Speedometer. It is totally immune to the inaccuracies caused by the above mentioned influences. This is due to its centrifugal principle, which science has conclusively proved to be correct.

At all times and under all conditions the record of this instrument is correct. Therefore the wisest and most satisfactory thing to do is to equip your machine with it.

Investigate it today Catalog on request

The Corbin Screw Corporation
The American Hardware Corporation, Successor

NEW BRITAIN, CONN.

Branches: New York, Chicago, Philadelphia

Makers of Corbin Duplex Coaster Brakes for Bicycles

Protect your motor from the dangers of overheating by insuring perfect lubrication. This can be effected only with a high grade oil like



It not only increases the life of your motor, but gives it that velvet smooth purr and quick "pick-up."

You can buy Tiolene in steel drums and save money. More important, however, is your assurance that you are using a uniform grade of the finest motor oil.

Write for particulars to

## Tiona Oil Company

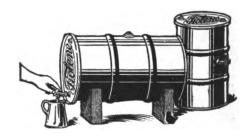
Binghamton, N. Y.

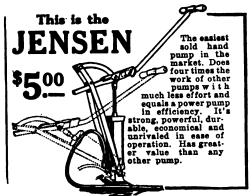
OR

Union Hardware & Metal Company

Los Angeles, California

Distributors for Tiolene in Southern California, Nevada and Arizona



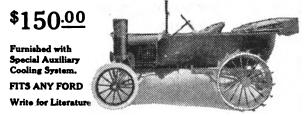


Dealers everywhere find it easy to sell. Get our very liberal discounts.

THE W. H. HOWELL CO., Geneva, Illinois.

### 20th Century Farm Horse

Does the Work of Four Good Horses on Any Farm



LIBERAL DEALERS' PROPOSITION

FARM TRACTOR CO., 126-200 Doty Street FOND-DU-LAC, WIS.

#### **Driver Agents Wanted**

Drive and demonstrate the Bush Car. Pay for it out of your commissions on sales, my agents are making money. Shipments are prompt. Bush Cars guaranteed or money back. Write at once for my 48-page catalog and all particulars. 1918 Models now ready.

Address J. H. BUSH, Pres., Dept. 1008, BUSH MOTOR COMPANY, Bush Temple, Chicago, Ill.



HERE'S THE CAR



#### HARD FACTS FOR HARDWARE MEN

Any one attending a Hardware Convention could see that the executives had quit giving imitations of "St. Thomas," had stopped doubting and were ready for campaigning. They could see snug profits; substantial volume and a permanent and satisfactory increase, writes F. R. Goodell.

If you were there, you learned that tire sales today are over a quarter of a billion dollars—and the rate of growth so rapid it is unparalled in the history of American commerce. One family in five, are on wheels right now and the other four are placing mortgages on the old farm—to Live and Fliv, mean the same thing in these prosperous times.

Ever stop to think that tires are about the biggest single item of auto expense, the average yearly expenditure being well over \$100,-000

People buy cars to use, and tires to wear out, which they do, with the regularity of clock work and are promptly replaced with new ones. Mr. Car Owner figures one car on the road is worth two in the garage, and governs himself accordingly. This, then, is the kind of a huckleberry the tire business has become.

Its a tolerable big hill of potatoes now—but it will be a towering mountain in the future. Who is going to own it? The big jobber has been very conservative about participating in auto accessories up to now—has lost some valuable time—but today finds him ready to act. He figures on being the logical inheritor of the great bulk of the business. His capital, distribution and business ability have given him the edge over his competitor, and he is prepared to make the most of his resources.

#### CORBIN'S NEW CATALOG

The Corbin Screw Corporation of New Britain, Conn., manufacturers of Corbin Coaster Brakes, Corbin-Brown Speedometers as well as Corbin Automatic Screw Machine Products has recently issued a handsomely illustrated, carefully compiled catalog covering their full line of Screw Products. Because of the technical data it contains, the great variety of products it illustrates together with other valuable information, this neatly and durably bound catalog should prove of great convenience to those who have occasion either to use or sell Automatic Screw Machine Products or Screw Products of any variety.



### "PERFECTION" PEDAL PADS

FOR EVERY MAKE OF CAR

Clamped on in less than one minute. No bolts or drilling of holes in pedal necessary. Send for free printed matter.

AUTO PEDAL PAD CO, INC. 794-D Seventh Avenue, New York



#### JUST THE SOCKET WRENCHES THAT SELL JUST THE WAY TO SELL THEM

No. 300 includes an assortment. Quantities and sizes are determined by exact demand, and the Chest is offered FREE with the assurance that Solves Your Wrench Problems. Write—Ask for Catalog No. 183-D.

#### FRANK MOSSBERG CO.

ATTLEBORO, MASS., U. S. A. HASTINGS & ANDERSON CO. Chicago, Iil. EWING-LEWIS CO., Eas Prancisco, Cal. EWING-LEWIS CO., Los Angeles, Cal. D. L. HERMAN, Seattle, Wash. P. W. LYNN, Dallas, Texas.
W. W. CRANDALL CO., Mashville, Tean.

## AUTOMOBILE ACCESSORIES



If you handle Auto Accessories, Motorcycle and Bicycle Supplies and Bicycles, why not get in touch with a Wholesale House that handles this line exclusively and place yourself in a position to serve your customers with anything they could possibly require in this line. You should have our catalog as a reference. Write for it. It will mean big business to you. Our motto—"If it's kin to an auto it's related to us."

MOTOR CAR SUPPLY CO. 1451-53-55 Michigan Ave., Chicago

## YOUR TRADE WANTS



The Highest Grade Coil File Made

IT'S A TOOL

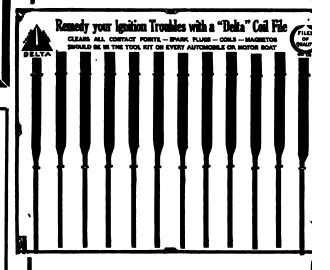


Will Please Your Customers

Needs Only to be Displayed to Make Sale

REMEDY Your IGNITION TROUBLES with a

## **DELTA COIL FILE**



Cleans All Contact Points, Spark Plugs, Coils, Magnetos

Should be in the Tool Kit on Every Automobile or Motor Boat

High Grade Files for Every Purpose



DELTA FILE WORKS
PHILADELPHIA, PA., U. S. A.

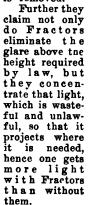


#### EVERY OWNER NEEDS A PAIR

The Crew Levick Co., Philadelphia, Penn., have placed on the market a fractor, which concentrates and is the scientific solution of the automobile headlight problem.

Fractors, instead of dimming the light, simply take those rays which otherwise would go upward and adds them to those that constantly go straight out on the





Fractors are not lenses as

head-lamp lenses are considered, and it is not necessary to disturb the present lens or front glass. They do not go in front of the bulb, but slip in back of it. They are made of clear, transparent glass and allow the light to pass through, therefore the light is not absorbed or obstructed in any way, the rays are simply\_bent and multiplied.

Fractors fit any size head-lamp, and only take a moment to install. They are inconspicuous, are made in but one size which fits any head-lamp. Anyone

can install them and properly focus them.

All they ask is a demonstration of any automobile owner. There is a constantly increasing demand for these Fractors, and dealers and jobbers will make no mistake in stocking them.

Their products are sold by the leading jobbing houses throughout the country, and for the convenience of their trade they have established a Pacific Coast office at 154 Second Street, San Francisco.

#### CENTURY TIRE DISTRIBUTORS FOR THE NORTHWEST

Arrangements have just been completed with R. M. Wade and Company of Portland, Oregon, to act as exclusive territorial distributors of Century Plainfield tires for the State of Oregon, Western Washington, Western Idaho and Montana. The R. M. Wade Company have a branch house in Spokane from which point are authorized Ford agents for the surrounding territory. They have also added an Automobile accessory department to their business and will handle a few important lines among which Century Plainfield Tires will be their leading line. The Wade Company is an old jobbing house and well established, having been in business in Portland for fifty-two years. Such houses as this and the Pacific Hardware and Steel Company speak well for the Century Plainfield Tire product.

Aldrich & Buchanan Co. have succeeded W. H. Enderly in the hardware business at Thermopolis, Wyo.

Hartsell Bros. are new merchants at Grey Bull, Wyo.

Otto Drumm has succeeded the Leonard Hardware Co. at North 27th and Proctor Streets, Tacoma, Wash.

#### A SIGNAL WITH TONE RANGE

Desirable as such a feature is acknowledged to be, there has never been an automobile warning signal with a range of tone, except the extremely high-priced musical instruments. A unique, new device, illustrated below, has now been put on the market to overcome certain drawbacks of other types of warning signals.

The Fanhorn, as this distinctive type of signal is

known, is designed to emit tones whose volume and penetrativeness is in direct proportion to the car speed. This result is achieved by the simple expedient of



making the Fanhorn a part of the fan of the engine, in fact, the entire device is merely substituted for the present fan on any car, with no other alternations. It is claimed that the cooling efficiency of most cars is increased by the Fanhorn.

The tone of the Fanhorn is best described as a cross between a whistle and a whoop, with the acknowl-edged effectiveness of both instant attention and rousing urge to action. The tone is pleasing as well as commanding - and as the pitch changes with the en-

gine or car speed, maximum carrying power is obtained at highest speeds, the ideal arrangement. The position of this new type of signal at the extreme front of the engine compartment

avoids obstructions to the sound.

The Fanhorn is, of course, impervious to wiring and battery troubles, worn contacts, weak diaphragms and kindred ailments. It is entirely different from the usual siren because the full volume of sound is instantly available without "working up" to it and no attention is required on the part of the driver, other than pushing a button. City drivers especially will realize the advantages of a Signal that cannot be operated in their absence from the car.

Pressure on the button automatically admits air into the apertures of the Fanhorn drum and also sets into motion an internal, revolving slotted disc which produces the compelling, extremely distinctive Fanhorn warning tone, which is imperative without being of-

fensive.

The Art Metal Mfg. Company of Cleveland, makers of AMCO automobile specialties, manufacture the Fanhorn. It will be marketed through the dealers authorized to handle the "Amco" line of specialties in every city. The manufacturers guarantee the material and workmanship of the new signal for a full year, and stand back of the dealer on a broad money-back-if-not-satisfactory policy. The appropriate selling slo-gan of the Fanhorn will be "Sells On Sound."

Tash & Akers is the name of a new hardware firm who have purchased the shelf hardware interests of Vaughn & Sons at Heppner, Oregon, and will continue the business at the old location. Vaughn & Sons, however, will not retire from business, but will continue handling automobiles and accessories, farm implements and machinery. Mr. Tash until recently was manager of the Heppner Farmers' Union Warehouse.

J. W. Barkee has succeeded G. W. Wiley, Stapleton, Nebraska.

The White Hardware Company of New Plymouth, Idaho, will erect an addition to its store building.

G. W. Willey, Stapleton, Nebraska, has sold his hardware store to J. W. Barbee.



## WHITON HARDWARE CO.

**DISTRIBUTORS** 



"The Beautiful"

### MORE THAN ANY OTHER EQUIPMENT

## Headlight Lens

ARE COMMANDING THE ATTENTION OF

Motordom

## A NEW LENS

Has been perfected. It has been designed by the WORLD'S LEADING **ILLUMINATING EXPERTS** 

> Faults commom to most Lens ARE ABSENT The night driving features ARE ALL THERE

8 to  $8\frac{1}{4}$  Inches  $8\frac{3}{4}$  to  $8\frac{3}{4}$  Inches

9 Inches and Over

\$2.00

\$2.50

\$3.00

WRITE FOR AGENTS' TERMS

**SEATTLE** 

#### IT MIGHT BE YOUR CAR

The man who knows what it is to be relieved of his car when he left it standing in the street "just for a moment" will particularly appreciate that little tragedy, "What Happened to Brown's Car," issued in folder form by the Walker Ke-Les Lock Company of Chicago, manufacturers of the Walker Ke-Les Lock. The man, who so far has escaped the game of the autothief will get a tip or two from the story as to how to insure his good fortune.

In four brief scenes the car owner witnesses how a band of auto-thieves work in stealing and disposing of cars. Mr. James H. Cumming, sales manager of the Walker Ke-Les Lock Company, who has made quite a study of the auto-thief problem, states that the little sketch is more typical and true to life than the average car owner would suspect.

"There has been such a demand for the little story," says Mr Cumming, "that we are issuing a more elaborate work on the subject of the auto-thief in his various species and moddus operandi. The title of the new book will be "The Port of Missing Cars." This more general title will enable us to take up more fully the various reasons back of car stealing and the various ways by which the cars all come to "The Port of Missing Cars."

In the present booklet the story, "What Happened to Brown's Car," occupies two pages of a total of six. The remaining four pages are devoted to description of the Walker Ke-Les Auto Lock. These pages explain how the Walker Ke-Les works on a simplified combination principle. No key of any kind is used. To lock his car the motorist simply gives the operating handle (mounted just below the combination knob) a half turn to the "OFF" position and ignition is instantly disconnected and the gasoline cut off. To unlock the car, the driver simply turns the combination knob to the three numbers combination he has set and all the igni-

tion is connected and the gasoline valve opened. The lock is capable of more than 87,000 changes in the combination. It can be installed on all cars, gasoline, electric and steam. An important feature of the lock is that it conforms with police and fire department requirements regarding cars standing in the streets.

#### WAYNE OIL CHANGES

J. B. Beall, for the past two years manager of factory sales for the Wayne Oil Tank & Pump Co. of Ft. Wayne, Indiana, has been assigned to the management of a new branch office located at Cleveland, Ohio. Mr. Beall has a wide acquaintance among the buyers of pump and tank equipment throughout the country.

J. D. Rauch, formerly treasurer of the American

J. D. Rauch, formerly treasurer of the American Steel Dredge Company of Ft. Wayne, Indiana, has been appointed manager of factory sales. Mr. Rauch is an experienced engineer, a designer and salesman of wide and successful experience. Both changes become effective September 1st.

Three additions have just been completed by the Wayne Company, doubling their present floor space. Four acres have but recently been purchased immediately west of the main office building. This will be used for an addition to the heavy metal tank shop.

The Truax Hardware Co. has been organized and incorporated at Hansford, Texas, with a capital stock of \$12,000. The company will deal in implements, hardware, etc.

Raabe & Mauger, who are one of the most enterprising merchants in the southwest, report a very satisfactory business. Some of the largest buildings and homes in Albuquerque have been completely equipped by them in everything needed in the line of hardware, and household equipment. They report a most excellent outlook.

## **Carry Your Stock on Our Shelves**

HE successful retail merchant today is constantly planning how to keep his investment in merchandise at the lowest possible point and still maintain a profitable volume and satisfactory turn-over. This problem exists in every business and is of the utmost importance in these times of high prices and fluctuating values.

The solution lies in purchasing goods in small quantities from the nearest home jobber who carries a complete stock and can fill orders promptly and give every day helpful service. We carry the largest and most complete stock of Hardware and Auto Accessories between Chicago and San Francisco and thousands of successful merchants in this Inter-Mountain country are profiting by the service we are rendering.

Merchants who will let us CARRY THE STOCK ON OUR SHELVES, and send it to them as it is needed will keep their own investment at the lowest possible figure, and will be able to confidently face the future, knowing that they are well fortified to meet any emergency.

### THE SALT LAKE HARDWARE CO.

Salt Lake City, Utah — Pocatello, Idaho



#### COTTON AN IMPORTANT FACTOR

Without cotton there would be no such thing as a pneumatic automobile tire, for cotton really forms its basis. The tire-builder makes up the "carcass" on a mold, by building layer upon layer of fabric, woven from the finest grades of cottons that can be grown. No other material has been found for tire construction, combining its strength and economy. production of tires is in a measure dependent upon the production of cotton.

The latest government crop estimates, announced two weeks ago, indicated a 1917 cotton yield for the whole country, of 60 per cent, which promises a total crop of about 12,000,000 bales—600,000 more than last year, but 4,000,000 less than three years ago. The highest announced estimate for any state was that covering Arizona, 87 per cent.

The Monarch Hardware Co., Pilot Rock, Oregon, has been sold by Casteel Bros. to Charles G. Bracher of Garver, Iowa, who has taken charge.

L. L. Brown, a former hardware merchant, has purchased the hardware business of Blowers & Matthews at Reedley, Cal., and has taken possession.

The Fitzhugh Hardware Co., Eugene, Oregon, have filed articles of incorporation with an authorized capital stock of \$25,000, the incorporators being John B. Fitzhugh, Minnie C. Fitzhugh and H. E. Slattery.

The Colusa Implement Co., Colusa, Cal., have leased a new building, which will give them the facilities for carrying an increased stock of machinery, tractors, harvesters and implements generally. Business with them has been good, and they report the outlook as quite excellent.

Russell F. Mead, manager of the Whitney Hardware Co., Albuquerque, New Mexico, recently visited his former home in West Virginia, as well as some of the manufacturers for whose products they are the dis-tributors, but on account of being unusually busy he had to return to Albuquerque sooner than he intended.

L. J. Weaver advises us he has changed his location from Colton, Cal., and is now identified with the E. G. Caruthers Commercial Co. at Somerton, Arizona. He has charge of the hardware and implement department. He says he must have the "Hardware World" sent to him without delay as it is the best magazine published.

The Linder Hardware Co., Tulare, Cal., have begun work on the erection of a large store building to take the place of the building which was destroyed by fire some time ago. They have been conducting business in temporary quarters, but on account of the continued growth of their trade it has been necessary to erect a large building to properly house and take care of their stock.

E. L. Little, who has been engaged in business at Bonners Ferry, Idaho, for the last ten years, carries a complete stock of hardware implements. He draws his trade from a radius of 25 miles. He says he doesn't want to sell out. The hardware stock will approximate about \$5000. He has a number of experienced salesmen, and says that well paid experienced men are far cheaper in the long run. Bonners Ferry has a population of about 2000, and there are two other well stocked hardware stores in town. In addition to the regular hardware line, he carries sporting goods, boots, shoes, gents' furnishings, and he takes great pride in having a neat and attractive store.

#### COM-SEN CO. LUSTER RESTORER

Jobbers and dealers who are selling the Common Sense Luster Restorer, manufactured by the Common Sense Mfg. Co., grow more enthusiastic with it from the reports and experience of their customers, who say there is no other product like it.



It occupies a place all its own, it pleases every automobile owner, it does exactly what is claimed for it, and there is no other polish or luster restorer that in any way will compare with it.

The Common Sense Mfg. Co., whose announcement is on our inside cover, will be glad to give full information to any of our readers upon request.

A. F. Tomasini, a well known merchant of Petaluma, Cal., was recently wedded to Miss Esther Bolla in San Francisco. Mr. Tomasini has taken an active part in the welfare and growth of his community, and besides their extensive hardware business has been active in various other mercantile lines. Their many friends in the trade will unite in wishing them a long life, happiness and prosperity.

Messrs, Harter & Ramsey, who recently purchased the Cameron Hardware stock at Redlands, Cal., have bought the Central Hardware store in Hollywood and have sold their stock at Redlands to F. J. Grassle, who will soon move his store from the present location to 112 Orange street. Mr. Grassle announces that he will materially increase his stock and will carry a more complete line. He plans to make a number of improvements also in his store building.

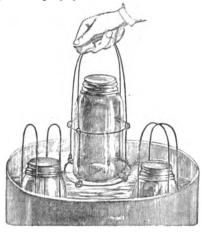
H. L. Hammond, proprietor of the Sunnyside Hardware store at 983-985 Belmont Street, Portland, Oregon, informs us that he purchased a stock of hardware of H. H. C. Narve, 992 Belmont Street, and also the hard-ware stock of Smock's Grocery. Mr. Hammond believes these deals point to the fact that the upward market is forcing the small dealer to discontinue the hardware line. He also tells us that business with him is more than double what it was last year, and he is constantly adding to his stock and facilities for taking care of his trade.



## New Goods and Specialties

Hamblin & Russell Mfg. Co., Worcester, Mass., have placed on the market a new line of apparatus for use in home canning. The propaganda for the conserva-

tion of the surplus fruits and vegetables which will result from the present methods of intensive gardening seems to have stimulated the creative genius of the Yankee woman inventor, and the Hamblin & Russell Mfg. Co. are putting on the market a number of new products designed for this purpose, among

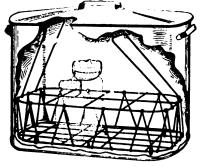


Miller Jar Holder.

which are the Miller Jar Holder, Flanders Fruit Jar Holder, Percy Single Adjustable Jar Holders, Jelly Strainer, Kettle

Bottom for Round Preserving Kettles, Fruit Jar Lift and similar products, which are illustrated herewith.

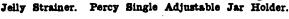
The Hamblin & Russell Mfg. Co. are one of the largest manufacturers in the world of wire goods and hardware special ties, and their products are sold by the



Flanders Fruit Jar Holder.

are sold by the trade in all sections of the country. They will be glad to send descriptive matter and full information to





anyone upon request. There is undoubtedly going to

be a much larger demand for canning apparatus in the

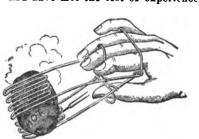
future, and this is a line that merchants will do well to give attention to.

The Government is urging all housewives to conserve fruit to the utmost. Hardware dealers can well anticipate a big demand. The articles shown on this page are some of the latest and most practical ideas that have been devised for facilitating the work of the housewife in canning and preserving. These devices



Peeling Basket.

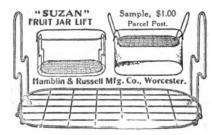
have been evolved by the practical mind of a woman, and have met the test of experience. They are inex-



pensive, and prove good sellers. A letter addressed to the Hamblin & Russell Manufacturing Company, Worcester, Massachusetts, will bring further details regarding these specialties.

"Helping Hand."

For handling hot fruit and vegetables for canning.



#### ORONA AND ALUMISHINE

Orona and Alumshine are considered by many merchants as necessary as the aluminum ware itself. In fact they regard them as marvelous household cleansers, adapted for a wide variety of uses, and appealing to every household.

Many aluminum ware manufacturers themselves urge their customers to sell such a product with the aluminum ware.

For removing all discolorations and polishing burnished surfaces they are unequaled. Aside from this they are most excellent for all other metals and enamel ware, tiling, furniture, porcelain, glass ware, etc. Their uses in the household are almost unnumbered.

The Orona Mfg. Co., Boston, Mass., will be glad to give full information to any of our readers upon request.

A. C. Ridell, formerly with the Hoffman Hardware Co., has purchased the hardware stock and lease of L. T. Rowley at Glendale, Cal., and has taken possession.



#### TOPPINGS GARAGE DOOR HANGER

Toppings Garage Door Hanger, manufactured by the Safety Door Hanger Co., Ashland, Ohio, claim the following advantages not found in any other similar hanger:

In the first place, this hanger permits of doors being fastened in an even, tight way, there is no chance for rain or snow to penetrate and no possibility

of the door blow-

ing open.
It has a strong, automatic snap fastener in the center, and it is not necessary to build the garage extra wide in order to accommodate the doors, so there is no waste in space.

There is no need for a small. extra door in the building, as one can enter or leave by a slight opening of the large doors.

Garage doors fitted with a Topping hanger can be opened to allow any width of an opening from a few inches to the full extent, just the same as an ordinary house door would be opened. When

the door is opened to the fullest extent it occupies the smallest amount of space possible, and at the same time leaves the door opening absolutely free and clear.
There is plenty of space available for running an auto in and out of the garage without any risk of damage. If desired the door opening may be made the entire width of the building.

It's A Dandy

the Best Ive Ever Seen

While these garage sets are essentially for outside applications to doors, they may be applied on the inside with a small amount of space being used, particularly the double sets for four doors in openings from 8 feet to 12 feet wide.

The Safety Door Hanger Co. will be glad to send attractive illustrated matter to any of our readers upon request, and to give full information.

These hangers are sold by the leading hardware jobbers throughout the West, and full information may

be obtained from any of the leading jobbers.

They only ask that a comparison be made of their door hangers with any of a similar manufacture, and they believe these points of merit will appeal especially not only to merchants but to owners, architects and builders.

They are offering one of the best and most practical garage door hangers that is on the market. It is easily, quickly and accurately applied.

#### "THE SPORT ALLURING"

The Du Pont Company of Wilmington, Del., has just issued a very attractive book entitled "The Sport Alluring." It is artistically printed as well as illuswhat one usually thinks the sport of trapshooting is.

It contains over thirty illustrations that will interest any sporting man. Lovers of outdoors should

write for one.

#### DISTINCTIVE GARAGE DOOR EQUIPMENT

This is the title of a very interesting book published by the Richard Wilcox Mfg. Co., Aurora, Illinois. This equipment has been arranged particularly for the use of the hardware trade, architects and contractors in studying the best means of hanging garage doors under particular requirements.

"Solving the Garage Door Problem" takes up vari-

ous styles of hardware in the following order:

Slidetite, which they claim to be the most desirable garage door hardware made, because the door is hung on this, operated in a small space, and they claim they cannot sag, cannot bang in the wind, close tight into the door frame like a house door and enhance the appearance of the garage, because the hardware is inside out of sight and the doors being comparatively narrow are not subject to warping. This hardware is adapted to any width of entrance, and regularly made for 3, 4, 5 or 6 doors in one opening.

Second, Right Angle Sliding Door Hardware.

Third, Receding Garage Door Hardware.
Fourth, Parallel Sliding Garage Door Hardware.
Following this article various units of R-W Ga-

rage Door Equipment are taken up in particular detail as follows:

R-W Stewart Electric Door Opener and Closer for public garages and similar requirements. R-W Slidetite Garage Door Hardware

R.W Slidetite Garage Door Hardware. R.W Right Angle Sliding Door Hardware

R.W Receding Sliding Door Hardware.
R.W Parallel Sliding Door Hardware.
R.W Trolley Overhead Carrying Equipment for ga-

rage repair shop.

Details of Track, Hangers, Locks, Handles, Bumpers, Floor Guides, etc.

Copies of this book with discount sheet may be had promptly and without obligation by application to Richards-Wilcox Manufacturing Co., Aurora, Ill.

#### AIR MOISTENERS

The Specialty Mfg. Co., St. Paul, Minn., announces a decided improvement in Speco Air Moisteners shown in the illustration. This improvement consists in making the "wick" larger so as to project higher above

"THE WICK"

the water reservoir where it is more exposed to the hot dry air, which greatly increases its efficiency.

The wick is also made from a new material especially adapted to drawing up the water, and the wicks are easily reversed when filling the reservoir, thus keeping them moist and working to their full capacity.

There has become a good demand for some means of providing moisture in buildings having steam and hot

water heat. All authorities admit that moisture in the air is a necessity. Dry indoor air is the greatest cause of discomfort and the source of much ill health. The air in the average heated room is drier than in most deserts, which is clearly proven by the drying out of furniture, and our susceptibility to colds, coughs, etc. Many dealers are securing excellent sales on this article which gives a very good profit.

Construction work on a new warehouse for the Billings Hardware Co., Billings, Montana, has begun.

The Philpot & Jewell hardware business at Dike, Iowa, has been sold to E. W. Jewell.



#### PARKER RUST PROOFING PROCESS

The Parker Rust Proofing Process for iron and steel is now being introduced on the Pacific Coast by a company headed by Schuyler F. Seager, president of the Oldsmobile Company of California, who has obtained the rights for the Parker process on the Pacific Coast.

The first completed plant has been installed in Los Angeles. Plans are under way for the establishing of plants in San Francisco and other Pacific Coast centers. The largest plant will be in San Francisco and this will be the next to be established.

#### Benefits.

In its use of iron and steel, mankind has always had one difficulty to overcome. While other less durable metals disintegrate, iron rusts. Only by constant vigilance has any implement or article of this metal been kept free from the natural effects of corrosion.

A discovery that puts a stay on the world-old tendency of iron and steel to disintegrate is, therefore, a step upward in civilization. It is estimated that every year the loss from rust in the United States alone is more than a hundred millions of dollars. This is the outright loss in raw metals, not including the labor cost in the manufactured article.

True, it has long been known by chemists and engineers that prevention of rust was theoretically possible. In the laboratory, experiments were made years ago which proved absolutely that a process for putting an end to rust was feasible. But the methods of the laboratory were so expensive that they were not practical.

Paints and enamels have been utilized to coat iron and steel articles; other metals have been plated over them to add a protection. But these have been more or less in the nature of makeshifts.

It remained for the results of past experiments to be worked out to a practical solution in Detroit. From this achievement there is predicted a giant new industry which is destined to be of tremendous importance to mankind, which will reach out into all metal working cities and into far-off countries.

Three days after his return from England, where the process was first used, Parker began operations in the kitchen of his home; his work being assisted by a professor of chemistry who had called in to see him. The next day he transferred his operations to the basement by invitation of Mrs. Parker, and there the experiments were carried on which finally resulted in the invention of a new type of processing tank by the use of which all the difficulties and extraordinary expense of the original method were obviated. A basic United States patent has been granted on this tank and is now owned by the company.

and is now owned by the company.

By November, 1914, the process had been improved so that it was possible to treat iron and steel and make them rust-proof at a very low expense, more than 80 per cent under Luropean cost, and then a space was rented in the building at Woodward and Garfield Avenues to continue the tests to find out to an absolute certainty what the commercial possibilities of the pro-

cess were.

"I wanted to know just how much demand there was for something that would stop rust and give permanent life to steel articles," says Mr. Parker in reviewing his operations.

Proceeding largely upon his own capital he increased his quarters and made contracts with various manufacturers. Their enthusiasm was soon equal to his own. One after another of them took out a license to install the special apparatus required to do their own rust-proofing work.

Naturally, the automobile industry was the first which any Detroit engineer would approach. The modern automobile is constructed almost entirely of steel, and every owner of a car knows that rust is the one sure destroyer of his vehicle.

Today, in and around Detroit, more than thirty of

the more prominent automobile and accessory manufacturers have adopted the Parker Process on many of their parts. Manufacturers of the caliber of the Cadillac Motor Car Co., Saxon Motor Co., Hupp Motor Car Co., Hudson Motor Car Co. Dodge Bros. Co. and many others have specified Parker Process.

#### Saves Cost of Brass and Aluminum Parts.

Later, a tremendously important result was discovered which even Mr. Parker had not thought of when he first perfected the process. This was that rust-proofing made the manufacture of many articles out of steel or cast iron feasible, where before it had been necessary to make them out of brass, aluminum and other of the more expensive alloys. Inasmuch as these metals are very expensive, while iron and steel are cheap, this has meant a big saving to the companies which have so far adopted the Parker Process.

As an illustration, all Ford carburetors are now

As an illustration, all Ford carburetors are now made of iron and steel, rust-proofed by the Parker Process, instead of from brass as formerly. What the saving will be the coming year based on the immense number of motor cars made last year, can be readily figured out when it is known that the difference in cost for each carburetor is more than one-half dollar each.

To the layman it might seem that such a process must be very intricate and difficult. Instead, it is the most simple of things. To explain, it must be understood that the reason iron and steel rust is because the metal has what chemists call an "affinity" for the elements found in air and water. When subjected to dampness, the surface of steel unites with these elements to form a new one which is what we call rust.

Even where steel has been protected from the air and water by tin-plate, nickel, brass or copper plate, the metal will sooner or later find this affinity and rust will ensue.

In the Parker Process the iron or steel is placed in chemicals which also have an affinity for the metal. The result is a chemical change in the metal which does not alter its qualities of strength or toughness, but which destroys its former affinity for the rust-creating elements. The metal is penetrated with the chemical, and unless an abrasion is made, exposure to the elements will not cause corrosion.

Unlike many other things which are used to treat steel to fortify it against corrosion, the Parker Process does not add what would be considered a coating to the metal. This is proved by the fact that iron and steel can be nickel-plated after processing without striking with copper.

When this fact was learned, it opened up a new use for rust-proofing. Formerly it was necessary to coat steel with copper before plating with nickel; that is, if even a fair amount of rust-resistance was required. The Parker Process renders this no longer necessary, as Parker Processed nickel plate will not rust.

Each experiment made to determine the merits of the process seemed to serve to open a new usefulness for it. It has been found that the sand-blasting operation required to prepare many steel surfaces for enameling was not needed when the steel had been Parker Processed; or, if the sand-blast was used, a deeper and softer gloss results from the application of the enamel after being Parker Processed.

After nearly two years of this sort of practical work, which had resulted in the signing of licensing contracts with many manufacturers who had proved the process for themselves, Mr. Parker and his associates believed that the time was ready for launching into large operations. Every doubt had been solved, not in a laboratory way, but in a large production way; every item of cost and utility had been tried out by actual test in the processing of more than six hundred tons of metal.

In handling metal for rust-proofing, it is usually received in condition to go directly into the tanks, but where some preliminary cleaning is advisable, simple machinery attends to this. Large articles are im-



mersed readily enough while smaller articles are placed in narrow meshed wire baskets. There is none of the laborious stringing upon wires required in electro-

plating processes.

About two and a half hours is all that is needed to complete the process in the tanks, even in the case of large pieces, while as short a time as an hour and a half is all that is necessary for the little pieces. This means that each tank can be used for four or five or even more charges per day.

After the processing is complete, the articles are dipped into an oil bath and then drained, after which

they are ready to be shipped out.

Some interesting experiments have been made with steel articles rust-proofed. One disk of steel has been exposed to the weather on the window-ledge of Mr. Parker's office for two years and is still immune from deterioration. Other severe tests have been made by manufacturers in different cities, each striving to give the process a tryout which will expose its defects, if there were any such.

To safeguard his rights, Mr. Parker has had patents taken out on auxiliary chemical processes as adjuncts to the original English patent, and has also protected the invention of the tank by which alone the process is made cheap enough to be commercially available.

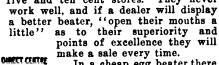
8 BEATING

What this invention will eventually mean in lengthening the life of all articles made of iron and steel, in bringing about the substitution of steel for other higher-priced metals in industry and in encouraging the use of steel for structural purposes, no one can foretell. An invention still further extending the use of the world's universal metal is so vast a thing that it is not possible to comprehend its opportunities.

#### "WOMEN ARE TIRED OF CHEAP EGG BEATERS"

That is the experience of a number of retail merchants who say women are tired of cheap egg beaters found in the five and ten cent stores. They never

DRIVE



In a cheap egg beater there is only a few cents profit. A better egg beater not only has more profit, but gives more satisfaction to the retail merchant.

This is the time when merchants will find egg beaters an excellent article to stock, as offering a splendid holiday present, and if they will display these egg beaters so they will appeal to the women folks of the household, or to the men folks, for that matter, with the suggestion that these will be a most useful article in the home, they will be surprised at the sales that will result.

At least that is the experience of the United Royalties Corporation, 1133 Broad-

way, New York, for beaters and mixing churns have proven trade bringers and profitable trade winners for the retail merchants.

Edwin Morgan, a pioneer merchant of Martinez, Cal., was recently stricken with paralysis. It is reported he is slowly recovering.

#### INCREASING DEMAND FOR HOLIDAY GOODS

Each succeeding year finds an increasing demand on the hardware merchants at the holiday season. This year every indication is that the hardware merchant will be a far greater factor in holiday goods than in any previous year.

The hardware merchant carries such a large line, adapted for every member of the household. In fact there is scarcely a want for useful and serviceable holiday presents, that can not be filled by the hardware merchant. It only needs a little effort on the part of the hardware dealer to get a splendid share of this trade.

One of the largest jobbers in the Pacific Northwest the facility of the hardware Co., Portland, Ore., will

be glad to give full information to any of our readers

upon request.

#### COMPREHENSIVE BOOK ON PRUNING

"Where can a book be procured which tells me all I ought to know about pruning?" has been uppermost in the minds of thousands of progressive garden and nursery amateurs and agricultural students for years. The need for a treatise of this sort has always been apparent.

Now comes the Peck, Stow & Wilcox Company of Cleveland, Ohio, with "The Little Pruning Book"—an interesting instructive volume which tells the whole story It is delightful in its clarity, not laden with unnecessary generalities and difficult technicalities.

Briefly it tells when, where and how to prune. The flower garden, shrubs, trees, vines, fruit trees, etc., each are dealt with in separate chapters. Profusely illustrated with diagrams, too, to demonstrate how new growth should be headed back to distribute it evenly and efficiently. It's a veritable text book for those interested.

In the very back of the book are illustrated patterns of shears best adapted to the demands of various kinds of pruning. And a short chapter on "Around the Year with the Pruning Shears" which describes sea-sonable work that will keep the place ship-shape and

give better fruits and flowers.
"The Little Pruning Book," neatly bound in stiff board covers, is being sold at 50 cents a volume. Inquiries should be addressed to the Cleveland Office of the Peck, Stow & Wilcox Company.

Dealers of Pruning Shears may also make special arrangements to sell these books to their customers.

Notice of sale of business has been published by the West Berkeley Hardware Co. at Berkeley, Cal., at 1042 University Avenue, which has been purchased by Walter W. Lueders.

WORTH FIVE DOLLARS A YEAR

A jobbing house recently wrote us that if it cost him \$5.00 a year to place the "Hardware World" in the hands of each of his salesmen, he would consider it a good investment to do so.

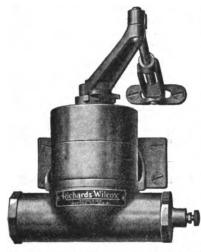
He tells us a number of his salesmen, through the ideas and suggestions gleaned through our pages, have increased their sales. He said, even if each man only increased his sales \$10.00 per month, or \$120.00 per year, to pay \$5.00 a year for a subscription to the "Hardware World" would certainly be a paying investment for him.



#### RICHARDS WILCOX DOOR CLOSER

Attention is directed to what the Richards-Wilcox Mfg. Co. term a New Appliance, but one that is old in experience. It is Richards Wilcox door closer and check for swing doors.

This was placed on the market by them two years ago, and they have never advertised it because they could not fill the orders as fast as they came in. They



have now been able to secure sufficient material to offer this to the trade.

They have prepared an interesting folder, giving full and complete description and prices, which willbesent without obligation to any of our readers upon request.

Among the points of merit claimed for this are that the spring can not be unwound.

Liquid occupies a separate chamber from spring mechanism, which prevents leakage of oil. It is adapted to either right or left hand swinging doors. All parts are machined to a perfect fit, and are interchangeable. It is made in six sizes for various weights of doors.

They will be glad to give full information to any of our readers upon request.

WADE GASOLINE DRAG SAW

Attention is directed to the Wade Gasoline Drag Saw illustrated and described in this issue.

This saw has proven a splendid seller wherever introduced, especially in lumbering and timber regions, there is a constantly increasing demand for it.

Merchants find these appeal particularly to the

farmers of their community.

R. M. Wade & Company of Portland, Oregon, who are the manufacturers are advertising this saw extensively to farmers and consumers and have an attractive dealers' agency proposition to offer.

They will be glad to give full information to any

of our readers upon request.

#### GLACIER REFRIGERATORS

Attention is directed to the announcement of the Northern Refrigerator Co., Grand Rapids, Michigan, whose one piece porcelain-lined refrigerator is growing in popularity.

As a matter of fact the manufacturers claim these only have to be shown alongside any other refriger-ator, and they are perfectly willing to leave it to the judgment of the customer as to which will be taken. These refrigerators have rounded corners, even

the front inside corners are rounded, a feature which women are insisting upon.

They are made in standard sizes and there are no slow sellers among them. This fact insures the dealer of a sure and quick turnover.

Every merchant knows that it pays to sell the best, and quality in refrigerators is something the housewife especially insists upon. In addition to the one-piece porcelain line of refrigerators, they also make a stand-



### **New Bathroom** Scale

**Good Money for You** The Detecto is the scale for the homes, for physicians, gymnasiums, etc., because it has no coll springs—no loose weights—it is inexpensive—a loose weights—it is
in expensive — a
beautiful fixture—
takes only 12-inch
space — shows
EVERY POUND
UP TO 300 LBS.
Write for Detecto

Actual weight of scale, 17% lbs. Wr literature and catalogue. THE JACOBS BROS. CO., Inc., 76 Warren St., New York City

ardized line of White Enamel and Galvanized Lined Refrigerators.

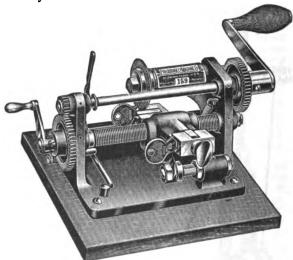
Their 1918 catalog will be gladly sent upon application to any of our readers upon request.

#### PRECISION KEY MACHINE

We are illustrating the Precision Key Machine, manufactured by the Precision Key Machine Co., Allentown, Penn., which, as its name implies, is a tool of precision, and when it is used to cut keys the costly wear and tear on lock mechanisms common where badly fitted hand filed keys are used is entirely done away with. A Precision duplicate key is an absolutely accurate copy of the original.

With the Precision Machine all types of pin-cylinder keys are cut with the same cutter; the sharpest V shape notches are cut as easily as the round U shape notches without changing the cutter. The price of the Precision Key Machine is \$20.00 F. O. B. Allentown,

Pennsylvania.



They claim the Precision Key Machine is the only strictly automatic pin-cylinder key duplicating machine on the market. The machine leaves nothing to the skill of the operator—anyone having sufficient intelli-gence to place a pattern key and a corresponding blank key in the vises can cut perfect duplicate keys at the rate of about one per minute.

There is a good field for the sale of these ma-chines, and hardware merchants themselves will find

it an excellent article to have in stock.

The Precision Key Machine Co. will be glad to give full information to any of our readers upon request.



### **Business Opportunities**

#### WANTED.

Hardware Specialty lines wanted on commission basis by jobbing and commission firm located at Winnipeg, covering provinces of Manitoba, S. skatchewan, Alberta and British Columbia. Address Bouey Bros. Co., Ltd., Winnipeg, Canada.

HIGH GRADE TRAVELER WANTED.

We want a high grade traveler in all those words imply for Colorado territory. A clean cut man of good character and habits. A salesman in the best sense may learn something to his advantage by giving full particulars and addressing Colorado, care "Hardware World."

#### FOR SALE.

A nice clean stock of general Hardware, Implements, Stoves, Paints, Oils, etc., in a good live county seat town in the upper Sacramento Valley. A fine opportunity to obtain an old well established hardware business. For further information address "B. L.," care "Hardware World."

FOR SALE-Hardware stock, clean and well assorted, located in live, up to date Southern California city. Finest climate and water in the state. about \$25,000. Best reasons for selling, full particulars on request. This is a splendid opportunity for some one wishing to live and do business in the garden spot of the U.S. Address Box A, care Hardware World.

#### SALESMAN WANTED.

Who is calling on hardware stores, general stores and department stores to handle as a side line a highgrade line of metal ware, such as galvanized buckets, tubs, dairy pails, etc., on commission. Great opportunity for right man to make big money handling a side line. Address "M. C.," care "Hardware World."

### YOUNG LADY BOOKKEEPER AND

STENOGRAPHER WANTED.
We desire an experienced lady bookkeeper and Permanent position and right salary stenographer. to one who can fill the position. Our line is hardware and furniture, and this is a splendid opportunity for an ambitious, capable woman. Address L. G. SHANKLIN, Gallup, New Mexico.

#### I WANT A POSITION

I want a position where ability counts, where there is opportunity to go ahead, and prove my worth. am 40 years old, married, have no bad habits, do not drink or use tobacco. I have had a general hardware and implement experience; have sold gas engines and implements for a number of years. I can give good references and bonds. Address F. M. A., care "Hardware West and State of S ware World."

#### AN A1 OPPORTUNITY

An A1 opportunity for a live man to buy an old established hardware store, tin shop, slate roofing and warm air heating business located in one of the best manufacturing towns in the Pittsburg, Pa., district.
Will invoice about \$15,000 to \$18,000. Part of the will invoice about \$10,000 to \$18,000. Part of the stock can be reduced. The average sales for the last three years was over \$55,000. This can be increased from 20% to 25% by a live wire. This is an unusual opportunity to slip into. A splendid paying business. Will either sell, or rent building. Unable to attend to business on account of poor health. Will bear the closest investigation. Don't answer unless you mean closest investigation. Don't answer unless you mean business. Address "A Bargain," care "Hardware business. World.''

#### GOOD OPPORTUNITY IN NEVADA

Since I haven't had time to give my personal attention to my business, I will sell the stock of goods and the business, or I will sell the stock of goods and rent the building for \$75.00 per month. It will require an investment of about \$17,500.00 to purchase the real estate, building and merchandise. Sales run from \$30,000 to \$35,000 per annum. Address B. M. Co., care Hardware World.

#### WANTED.

Salesmen calling on retail hardware and auto accessory trade to take on commission basis (as a side line) a nationally advertised automobile accessory with-out competitors. Very liberal selling proposition. Good selling helps for dealers. Exclusive territories given. To receive attention your answer must state what territory you cover and how closely and what line now carried. Full particulars, Alcemo Mfg. Co., Dept. X, 12 Bridge Street, Newark, N. J.

#### THE PEXTO CHISEL BOOK

A handy reference chisel book is being distributed free by the Peck, Stow & Wilcox Company of Southington, Conn.

The full line of famous Pexto Chisels are illustrated, and complete descriptions, sizes, etc., given. Valuable information, too, about Pexto Gouges and Drawing

Knives is also included in this valuable little book.

Page 30 deals with "don ts." Here is information that every worker, tradesman and amateur, should have available. The Pexto Chisel Book contains 32 pages, and is bound in an attractive cover. Write for a copy. Copies will also be forwarded in quantities to dealers who wish to distribute them to their customers.

#### SOMETHING NEW

The very latest thing in signs is the new six-piece outfit issued by Simonds "The Saw Makers," Fitchburg, Mass. There are four cards in the set, each 14 inches wide by 28 inches high, bearing one letter of the word "S A W S," and two corner pieces to fit into the corners of a window. The four cards may be set in a straight line or a semi-circle in a Dealer's window and form the basis of a very attractive display of saws and other Hardware articles. The brilliant red letters attract attention clear across the street and those in passing street cars or automobiles find their gaze irresistibly drawn to the display. Requests for these displays will be filled promptly.

D. Z. Payne recently suffered a loss by fire on his hardware stock at San Fernando, Cal.

#### TAKES "HARDWARE WORLD" TO BED WITH HIM.

Enclosed find our check for renewal of four subscriptions to the "Hardware World." We have the finest bunch of boys to be found any. where, as far as enthusiasm, harmony and interest in the welfare of our little store is concerned.

I have no hesitancy in stating that to a very large extent this is due to the fact that they are readers of the "Hardware World" and other

magazines.
The writer himself takes the "Hardware World" to bed with him, and many a time it has made money for us.

H. L. SUNDERMANN.



### ESSENTIALS OF A SATISFACTORY HOUSE HEATING PLANT

Experiments conducted by heating experts at the University of Illinois have exonerated the heating plant in part and have put most of the blame on the householder. One would not think of starting out for a long trip in his automobile without first making sure the car was in shape for the run, but he will start his heating plant in the fall for a six months' season without an inquiry as to the condition in which it was left by the previous winter's strain.

Some time ago the editor of the Chicago Herald, with his experiences of last winter fresh in mind, wrote to the president of the University of Illinois, to inquire if the scientists there could not make some experiments with Illinois coal as fuel for heating plants, the results of which would be worth many thousands of dollars to the citizens of the state.

This work was soon started, and the results of the investigation, free of technical terms, and told in a manner easily understood, are just being published by the authority of the University of Illinois.

#### Board of Heating Experts.

President Edmund J. James of the University selected for the work a committee composed of A. C. Willard, assistant professor of heating and ventilation; G. H. Cady, geologist, State Geological Survey; J. M'B. Snodgrass, assistant professor of railway mechanical engineering; E. A. Holbrook, assistant professor of mining engineering; A. C. Callen, associate in mining engineering; C. S. Sale, assistant to the director of the engineering experiment station.

Two general subjects received the greater part of the consideration given by the committee. One is the heating apparatus itself and how it should be installed and handled; the other has to do with the purchase and use of "soft" or bituminous coal, generally used for ordinary domestic service in house-heating plants.

#### Heating Plant Secrets.

Too often heating plants are looked upon as large steel or iron drums into which coal is to be shoveled, in greater or less quantities, according to the whim or the temper of the householder. That method insures plenty of fire but paradoxically it gives off little warmth for general house-heating purposes. The heating plant, therefore, is taken up first, for if that be defective, no coal can be used economically.

According to the university experts, if a majority of the rooms of a building are to be heated, a single warm air heater, hot water heater, or steam boiler, requiring one fire and one chimney, should be installed, instead of a number of stoves with several chimneys.

The foundation or floor on which the heater is set must be true and level and must present a full flush or tight bearing for the heater castings, so air cannot leak into the ash pit through cracks or crevices at the floor line. Air leakage at this point means that the fire will burn out too rapidly, even when the ash pit door and draft dampers are closed.

#### Doors Must Fit True.

All fire, ash pit and clean-out doors opening into the flues must be true, and must be airtight when closed. This is an important requirement if the drafts are to be under full control.

Suitable clean-out doors conveniently arranged, must be provided for all types of heaters for cleaning the interior heating surfaces over which smoke or hot gases pass, and upon which soot or ashes may be deposited. Inability or failure to clean these surfaces may lead to serious fuel waste.

#### Should Have These Dampers.

All classes of heaters should have the following dampers or their equivalent:

Draft damper in the ash pit door for supplying air below the fire to make it burn more rapidly.

Check damper in the smoke connection, just outside of the heater, to admit cold air into the smoke pipe, to check the draft. Opening the fire door to accomplish this is bad practice, as it cools the entire heater.

Cross damper on the heater side of the check damper to control the intensity of the chimney draft when the check damper is closed. This damper usually requires adjustment only a few times during the heating season.

A direct draft, or by-pass damper, which is provided in many heaters to make possible,

### Garden Hose Valves

### Recognized Quality

Which command repeat orders for you.



Sizes 1/2" to 21/2" inclusive. Both bent and straight Hose Spout.

HAYS MFG. CO., Erie, Pa.

W. Erwin Gilchrist Pacific Coast Representative 681 Market Street, San Francisco.



Quality Plumbing



M. L. KLINE

84-86-87-89 FRONT STREBT PORTLAND, ORB.



OUR GENUINE PYRALIN "CLIMAX" SEAT

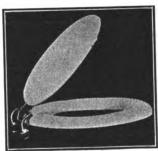
and all "Church" Bathroom Fixtures, are covered with the original and ONLY Real Pyralin.

For Your Protection our guarantee accompanies every "Church" product, giving positive assurance of its permanent wearing qualities. GENUINE PYRALIN is put on in sheet form, like celluloid, and becomes a part of the wood itself. Remains white indefinitely.

We Sell the Jobbing Trade Only

C. F. CHURCH MFG. CO., Holyoke, Mass.

These goods can be obtained from the LEADING JOBBING HOUSES IN THE WEST. INSIST ON THEM. If you cannot get them address for information, W. E. Gilchrist, Pacific Coast Representative, Monadnock Building, San Francisco, Cal. These goods are sold by Holbrook, Merrill & Stetson, Crame Co., A. H. Busch Co., and all the leading jobbing supply houses.



when desired, the direct passage of smoke from the firebox to the smoke outlet, thus cutting out the tortuous flue passages in starting a fire, or until the chimney is well warmed and a good draft has been established. This damper must be left open except for a short time, otherwise a great waste of fuel will result.

#### Fire Box Requisites.

It is necessary to have the fire box, or space above the grate, large enough to hold not only the coal burned between firing periods but also extra coal to kindle the next fuel charge rapidly. The fire box capacity is measured from the grate vertically to the center of the fire door.

Ample fuel burning and fuel holding capacity is a most important feature in a heater; otherwise too frequent attention to firing will

be required.

Soft coals which swell when heated, and also coke, which is more bulky than coal, require large fire boxes to permit sufficient amount of fuel to be fired to last between reasonable firing periods.

The smoke pipe must run as straight as possible from heater to chimney and must have a decided upward slope toward the chimney. It should have a covering of at least three-ply asbestos paper, of which one layer should be corrugated.

Watch Cold Air "Leaks."

No system of heating can be economical unless a careful inspection of the building is made and every precaution taken to prevent the infiltration or inleakage of cold air around windows and doors. Whenever cold air leaks into a house an equivalent volume of warm air leaks out, and the heating plant must make up this loss in heat.

The desirability of maintaining a reasonable amount of moisture in the atmosphere of the average home is generally recognized by all heating and ventilating engineers as essential to healthfulness, protection of woodwork and

economy in the use of fuel.

Air that is not "humidified" by having hot water vapor added to it at the same time that it is heated becomes "dry" and will cause moisture to be evaporated from furniture, plants and persons, with more or less disastrous effects in the two former cases and with the disagreeable effect of chilliness and an unduly dry skin in the latter case.

John M. Pinckney has disposed of his plumbing store at 315 E. Market Street, Aberdeen, Wash., to Elway and Miller. Mr. Pinckney has enlisted in the navy.

The Martin Hardware Co., Olympia, Wash., was recently awarded the contract for repairing the heating plant in county courthouse at Olympia and other work amounting to \$953.50.

Nashua Hardware Co., Nashua, Montana, incorporated by Alfred and Arthur Lee and Leonard Ormseth with an authorized capital stock of \$75,000, of which \$40,000 has been subscribed.

#### SOME FACTS TO KEEP IN MIND

Belgium is about as large as Maryland; it contained at the outbreak of the war 10,000,000 people; these people had to import 80 per cent of their food; in four weeks Belgium was hemmed in by a wall of bayonets on one side and a line of battleships on the other; its food supplies were taken away into Germany; its railroad facilities seized; its newspapers, telegraphs, telephones, and every other means of communication taken away; its intellectual and social life stopped, and every person who remained alive confined to his or her own com-Finally many of its men were taken into Germany and set at compulsory labor—the first instance of slavery for white people known in the world in more than 400 years.

We have had no such actual example of war in our own country to touch the inner spiritual sympathies of the American people and make them realize every day at every meal the necessity for reasonable economy in food. Therefore, we have the task of making people feel this necessity by reaching each individual in the country as often as possible with some vivid reminder. No country in the world has ever

undertaken such a task before.

Does this make the need for food saving clearer to you?

- F. H. Garrison of Anaheim, Cal., has secured the contract at \$441 for the plumbing and gas fitting to be installed in the one-story brick store building in course of erection on Center street, Anaheim.
- A. J. Emery, 2414 South Vermont avenue, Los Angeles, Cal., has been awarded the contract at \$7808 for furnishing all labor and material for installing the plumbing and vacuum cleaning system in the two-story brick store and hotel building being erected at 6728 Hollywood boulevard for W. B. Glidden.
- F. H. Garrison of Anaheim, Cal., has secured the contract at \$350 for the plumbing and gas fitting to be installed in a one-story and basement brick store building to be erected in Anaheim.
- H. D. Wheeler, former salesman for Holbrook, Merrill & Stetson, has gone into the plumbing business on his own account. He is located at 1752 North Vermont avenue, Los Angeles, Cal. Mr. Wheeler has many friends among the architects and builders who will wish him success.

Munger & Munger, 174 East Union street, Pasadena, have been awarded the contract at \$3483 for the plumbing work to be installed in the San Marino school building. The contract covering the steam heating was awarded to the E. O. Nay Company of Pasadena at \$4898.





In writing the

company address

Department HW.

### ARMSTRONG Tools

Tools bearing the name of the Armstrong Mfg. Co. are superior made tools. Perfect in construction, accurate and dependable.

The name of Armstrong has ever stood for the best in service, quality and workmanship.

Tools with an Enviable Guarantee.

Send for our catalog of Genuine Armstrong Stocks and Dies, Water, Gas and Steam Fitters' Tools and Pipe Threading Machines.

THE ARMSTRONG MFG. CO.

276 Knowlton St. Bridgeport, Conn.

#### KEYSTONE REVERSIBLE RATCHET



Consists of Four Complete Ratchets in One. Has long and short feed for any style of Morse Taper, Square Shank or Flat Drill. All parts interchangeable and it takes but a minute to change to any style required.

## WESTCOTT ADJUSTABLE "S" WRENCH

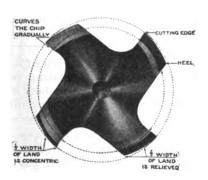
Handle Malleable Iron, Jaw Forged Steel



The Keystone Mfg. Company



# ©TD Taps are Relieved Like a Milling Cutter





That is, one-third of the land back of the cutting edge retains the full cutting size. The remaining two-thirds is relieved on top, bottom and sides.

This reduces friction, prevents binding and makes the tap cut free and easy.

You should learn more about the G. T. D. line and the consumer advertising we are doing to create a demand for G. T. D. tools.

Ask for particulars, literature, etc.

## GREENFIELD TAP & DIE CORPORATION

Greenfield, Mass.

New York, 28 Warren Street Chicago, 13 South Clinton Street London, 149 Queen Victoria Street Canadian Factory, Wells Brothers Company of Canada, Ltd., Galt, Ontario

#### OIL, GREASE AND COLD CREAM

#### By Harry Gale Nye



The summer campers have all gotten home, and most of those who have come home are well again. They have practically recovered from their summer vacations, and will soon be able to work. The vacation period is a great strain on the human constitution and by-laws, and puts an

awful crimp in the Christmas Savings Fund. But it is well worth the while.

Far be it from us, or this periodical of progress and temple of thought, to oppose, discourage, ridicule, or remark concerning summer vacations or the summer vacation idea. Recreation is as necessary to the human mind and mortal as oil to an engine or a good collector to a retail plumbing business. We all appreciate, admire and advocate the real thing.

It is the "imitation" vacation we are talk-ing about this morning, brethren. Vacations are no more to be judged by the amount you peel, than a veneer by the varnish or an automobile by the japalac. Just because some fellow came home with a coat of tan that made him look like the more or less noble red man, it doesn't indicate that his health is any better or his disposition improved.

Now, that the vacation is over, we feel like saying a few wise words. We shall expect them to be forgotten before next season, and so shall not feel bad if they are. But let some of us old birds, who have roosted in the woods, and on the beaches lo these many years, impress upon you this fact: You can't tell anything about the success of a vacation by the amount of cold cream it takes to fix you up afterward.

We have seen fellows who started out to rough it near to nature and to nature's heart who thought that a camping outfit consisted mostly of a deck of cards and a box of chips, and who sat up all night trying to deceive somebody into believing they caught a heart when it was a seven of spades. They could tell you all about the lovely sunsets at Tamagami or Muskegon or somewhere, because they always just got up just in time to see them.

And then there are other fellows who lie in the hot sand all day or paddle around in the sun until their hide all peels off, and who come home looking like a broiled porterhouse That isn't the real thing, either.

Then there is the family that takes a room at a summer hotel where they can breathe the ozone, at 27 cents a breathe, and where the cost of living is so high that a man in an air-

ship has to use a telescope to see the total. That, also is an imitation.

Of course, some folks with a daughter do it so she can meet some of the bon-tons. But even if there is a young millionaire disguised in a tennis suit hanging around the premises, he'll be broke before the summer is over. anyway.

No, sir, a real vacation is to go at it gradually, to keep in the shade until you are used to the sun, to climb a hillock before you negotiate a hill, and a hill before you tackle a mountain, and, come to think of it, that is a good rule for any kind of a proposition.

We remarked up yonder that you can't tell anything about the success of a vacation by the amount of cold cream it takes to repair your hide afterward. In a shop you can't tell anything about the amount of work a man does by the amount of oil he gets on himself. Some of the dirtiest fellows you ever see don't do any more work than the chaps that use the tar soap now and then.

You have all camped and summer-resorted pretty much, and you know what the real sureenough, honest-to-goodness campmate is: He doesn't ask what to do next, he does it. When he falls over an empty water pail or wood box he fills it instead of cussing it. He doesn't get up so early he wakes the camp or so late he

gums up the day's schedule.

That kind of a fellow not only makes a good man around a camp, but also around an office or a shop. If we were going to hire a man or marry one if we were a girl, we don't know any better way to get a line on him than to take him camping for a spell. We wouldn't judge him by the amount of tan he got on, but by the amount of work he got out. If he got up and made his own bed we would figure that some day he would make his own mark.

And if we could live with him a week in an 8x10 shack and not hate him, we would know we could get along with him for the rest of our natural life.

The Peerless Furnace Co., Portland, Oregon, have secured the heating contract for a plant to be installed in the new school building that is being erected at Cornelius, Oregon.

The Oxnard Plumbing Company, Oxnard. Cal., has been awarded the contract at \$1200 for the plumbing and gas piping work to be installed in the Masonic Temple building at Oxnard.

The Crescent Hardware Co., Albuquerque, New Mexico, recently completed furnishing the skylights, sheet metal works and ventilating systems in the New Occidental building, which is being erected there. They are doing a good business in hardware and all kinds of sheet metal work. They report a splendid trade and the outlook all that can be desired.



## Thank You

for your co-operation which has enabled PACIFIC Plumbing Fixtures to achieve an unprecedented success.

We are glad that you have learned of the superior quality and destinctive designs of **PACIFIC** Plumbing Fixtures and the unqualified guarantee behind them.

We are glad that the convenient location of our factories on the coast enables us to make prompt deliveries and eliminate all possibility of delaying the completion of your work.

## PACIFIC 🕮



### Plumbing Fixtures

Main Offices and Show Room 67 New Montgomery St. San Francisco, Cal.

FOR SALE BY ALL **JOBBERS** 

Pectories Richmond and San Pablo California

## It's Up to YOU



PATENTED No. 12 Pump No. 11 Bulb

to buy the best tools for your men, tools which will give the required results, tools which will last the longest. Your men can then do your work satisfactorily.

For the best and most practical furnaces and torches, you should buy the "Always Reliable." No better can be made. Our reputation has been built up by the thousands of users of our goods.

If you have never tried the "Always Reliable" lineyou should do so now, so as to satisfy yourself. Your jobber will supply you at factory prices.

Otto Bernz, Newark, N. J.

### Dependable Tanks



If you desire the best, choose our

#### "Copper Brazed" Construction

Positively hold air without loss of pressure.

Pneumatic and Storage Tanks.

Range Boilers, Riveted or Welded.

Special Tanks for Air, Gas or Liquids.

Manufactured by

WM. B. SCAIFE AND SONS CO. Pittsburgh, Pa. Factory, Oakmont, Pa.

### YOUR LEGAL STATUS IF YOU OR YOUR PRODUCTS ARE IVER BOYCOTTED

(Copyright, by Elton J. Buckley.)

The most noted boycott case in the history of the United States, the Danbury hatters' case, has just come to an end, and it seems timely to base on that something about boycotts as brought against business men. For boycotts are almost always brought against business people, and in this day of labor unions almost any business man, large or small, may possibly find himself involved in a boycott at an hour's notice.

In 1902 the Hatters' Union called a strike at the hat factory of D. E. Loewe & Co., Danbury, Conn. To support the strike they got in touch with other labor unions, not only hatters' unions, but other labor unions all over the country, and had them all declare a boycott against the Loewe hats. They went to a retail hatter way out in Tulsa, Okla., for instance, and found out that he was selling Loewe hats. At once they notified him that they would boycott him unless he threw those hats out. If the union was strong enough, the retailer had to do it, and thus Loewe & Co. suffered. They brought suit for damages for conspiracy and proved that the boycott had actually cost them about \$80,000. They got a verdict for this amount, which was reversed, and the case finally reached the United States Supreme Court, which decided in their favor, and under the Sherman Act, awarded them three times the amount of their verdict, or \$222,000. This amount or some smaller sum accepted in settlement, has just been paid. The court held that while the members of the Hatters' Union had a perfect right to stop patronizing Loewe & Co. themselves, and to persuade anybody else to do it that they could, also to stop patronizing anybody else who patronized Loewe & Co. (this would have been a primary boycott, which is perfectly legal), they had no right to compel other customers of Loewe & Co., who had no grievance and did not want to stop, to stop dealing with Loewe & Co. through fear of a boycott against themselves if they did not. That is a secondary boycott and is absolutely illegal.

Business men who handle manufactured products—I mean trade-marked or package goods as distinct from bulk goods—are peculiarly susceptible to the declaration of secondary boycotts. For instance, one of the big Chicago meat packers gets into trouble with his workmen, who are affiliated with the American Federation of Labor. They strike. To make the strike more effective they send word to labor men all over the country to stop buying of every grocer who sells this packer's prod-The effect of this upon the packer's business would be instantaneous and disastrous. The same thing could be done with any identified merchandise, and the retailer would be between the devil and the deep sea. He would and know what to do, but if the union was · 2 enough, would almost certainly yield.

The purpose of this article is to point out as well as can be done in small compass what boycotts business men are obliged to stand and what they are not.

A retail dealer employs clerks, who are organized into a union. They become dissatisfied and strike. Those clerks can legally stop buying goods of the dealer and can legally persuade others to do so. So far the boycott is legal. But when it becomes intimidation it is illegal. For instance, they could not go to the jobber who supplied that retailer with his goods and tell him that unless he cut him off they would call a strike of his employes. That would be a secondary boycott.

Here is another good example of a secondary boycott: Members of two labor unions set out to compel a manufacturer of barrels to stop using a valuable labor saving device. They notified all of his customers and other persons not to buy any machine made barrels, and they also got members of other labor unions and persons in sympathy with them not to buy any merchandise which was packed in machine made barrels. This was held to be an unlawful conspiracy.

In another case the merchants in a certain town got down on a local hotelkeeper and combined to refuse to buy goods of any salesman stopping there. That, too, was held to be unlawful.

In a third case a newspaper got at odds with its employes and refused to pay a certain scale of wages asked for by the union. Whereupon the union sent circulars to all local merchants, threatening to boycott any that advertised in the paper in question. Held to be a conspiracy.

In other words, a secondary boycott is an organized effort to force an outsider into supporting some demand, made between two other persons, by combining to abstain or compelling others, against their will, to abstain from having business relations with him unless he does support that demand.

#### PRIVATE PROPERTY

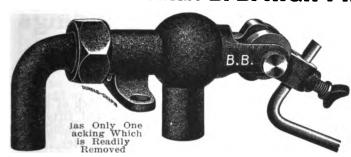
Judge ———, who lived in a remote section of the country where bath tubs are rarely seen, was so fortunate as to have one in his home, and selfishly permitted none but himself to use it.

One day he suspicioned that it had been used in his absence, and assuming that it must have been the housemaid, he accused her of having broken the rule.

She frankly admitted that it was she, and after warning her not to repeat the offense, the judge freely forgave her. However, the girl plainly showed that her feelings were hurt, so to make amends for his harsh speaking, he said, "I am not so much grieved that you have used my tub as I am sorry to think you'd do a thing behind my back that you wouldn't do before my face!"

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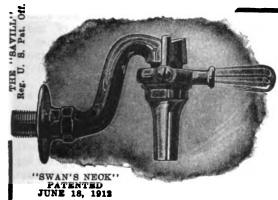
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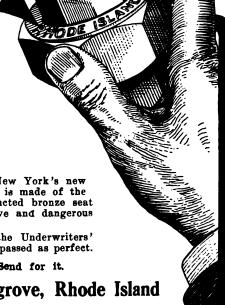
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# A Study of the Different Types of Pipes Used in Disposal of Rain Water From Buildings

Submitted by James W. Anderson, Sanitary Engineer Of Harvard University, Class of 1917

Continued from last issue

#### Leaders.

The pipe which conducts the water from the gutters to the soil-pipe is usually called a "leader," although the terms "conductors" and "down spouts" have been applied.

Leaders, of course, are very important factors in roof drainage. There are many kinds and constructions as well as methods of using The type of and securing them in position. leader used and the method by which it is connected to the gutter are governed largely by climatic conditions. A leader which will work satisfactorily in warm climates would not answer in cold climates, because the presence of ice in the gutter reduces greatly the available spout area. By successive freezings in exposed or semi-exposed leaders, this reduction may be serious and precautions should be taken either to guard against freezing or to provide extra leader area for the purpose. Inside leaders are not unusual, and it is only where the severity of the average winter has taught the value of additional leader area that such are provided.

In proportioning leader pipes, the variation in the rate of rainfall is a confusing factor, and because of this great variation there is but one definite and reliable rule for figuring the size of leaders; that is, design to take care of the maximum fall. In actual practice, it seems that few figure the size of down-spouts to accord with the rate of rainfall that must be handled, and take chances on the excess overflowing without doing any damage. When figuring the actual size of the leader to be used, it is advisable to keep the following facts in mind:

- 1. An allowance must be made for the soakage of shingles.
- 2. Large leaders offer less friction, the inlet to such leaders is often more favorable, and there are apt to be fewer bends for lodgment or friction.
- 3. The heat of boiler houses, gas-retort houses, furniture factories and other buildings with extraordinary heat generally keep the roofs free from snow and may prevent ice from forming in the gutter.

4. In larger buildings it may be advisable to split up the total leader area into smaller units than at first appears necessary.

The horizontal projection of the roof is usually considered in figuring leader allowance and the pitch is ignored entirely. It is a com-

mon rule to allow one square inch of sectional area for each two hundred and fifty square feet of projective area. Leaders should never be less than two inches in diameter.

In cold climates leaders should be located inside the building wherever possible, thus being generally in a temperature above a freezing point, which keeps them free of ice. Inside leaders must, of course, be made of more durable material than is necessary to use in outside leaders, as a break will cause more damage in the building than when placed on the outside.

In New England states, wooden leaders are very commonly used, although metal ones seem to be superseding them now. As in the case of gutters, cypress is by far the best kind of wood to use, and really the only one worth while considering. The core of the cypress log is usually taken out in such a way as to leave the wooden leaders either plain or corrugated. They are fully as durable as the galvanized metals, and much more so than tin, although they are more liable to be split by freezing than the galvanized metal pipe. They can be obtained in twelve or sixteen-foot lengths. The rotting action of the ground on wood does not have to be considered in these pipes, because the lower end is inserted into a cast-iron pipe which usually extends ten or twelve feet up from the ground.

Copper, tin, galvanized iron and steel and "toncan" metal are used for metallic leaders. Copper is by far the best, and is used on all the better-class buildings. Tin or the galvanized steel are very little used, for neither will last any length of time. They are eaten away by rust and must be kept covered with paint. Galvanized iron is fairly durable if kept well painted, and if small enough gauge is used is not easily dented.

The joints in the case of all metals should be both soldered and riveted.

The leaders may be either round, square or rectangular in section. All forms may be corrugated or plain. The corrugated pipe has one distinct advantage over the plain pipe, and that is when the pipe is frozen, the corrugations give under the ice pressure and not the pipe itself.

Leaders are usually secured to the wall of the building by ornamental fittings in the case of copper leaders, and malleable iron fittings for the cheaper metals.

When leaders are placed inside the walls of

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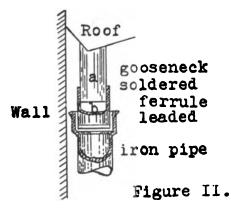
because it leads—all others follow. The C. & L. No. 1 Fire Pot has been in constant competition for many years, and has proven to be the best general utility fire pot on the American market. It is "up to the minute." It has large funnel and filler plug, fitted with dust-proof cap and cushion protection band, preventing injury to base of tank. Try it—you will be pleased. Jobbers supply at factory price. Send for Catalog—it's free.

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buildings, cast iron pipe is the material generally used—the ordinary bell and spigot form. Sometimes wrought iron is used, but that is subject to corrosion and rusting more than cast iron, and so it is not considered as durable. The pipes must be set in the wall far enough to prevent freezing, and if possible the space around them should be packed with mineral wool; or if the building is steam-heated, a small steam-pipe could be made to run up inside the leader. The leader should always be as straight and perpendicular as possible. It should be carefully screened at its upper end with a heavy galvanized or copper wire screen to prevent leaves, sticks and other solid substances from entering the pipe. If possible, a wide connection should be made at the top to provide a hand-hole through which the leader pipe may be cleaned if necessary.

The way in which the leaders are connected to the roof gutter is very important, and should be given careful attention. For inside leaders the connection should be made by means of a short length of eight-pound lead or eighteen-ounce seamless drawn copper tubing, securely soldered to the gutter and caulked or screwed into the iron pipe by means of solder nipples or brass ferrules "solder wiped" to the lead or copper pipe. The mouth of the leader should be made funnel-shaped to provide an easy entrance for the rain-water without loss of head. Roofs that are surrounded by parapet walls should have overflows built in them through which the water may escape in case the leader inlet is obstructed with ice. A good method of connecting an inside leader with a gutter is shown in Figure 2. It will be

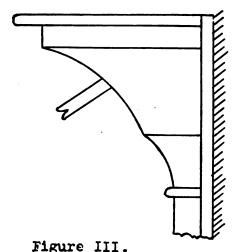


seen that the lead gooseneck or outlet (a) is securely soldered to a brass or tinned wrought iron ferrule (b), which in turn is leaded into the hub of the cast or wrought-iron leader.

Outside leaders should be provided with a service box into which the roof water can discharge. This service box should be set low enough so that in case the leader becomes stopped with ice, the water can overflow the box without backing upon the roof. To make

flow spout can be put in the side of the leader head, as shown in Figure 3.

The design of leader-heads is a matter of taste, the only requisite being that they have sufficient capacity to take care of the water. Where hanging gutters are used, no leader heads are necessary, although they are often used for ornamentation only. The material used for leader-heads used to be lead entirely, and they were made very artistically. Now, however, iron has been substituted to a great

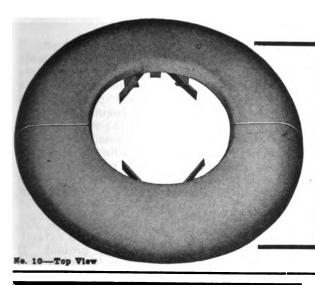


extent. The real cause for the substitution is principally the cheapness of the latter material and the comparative costliness of the former. The result has been that the artistic element of the matter has been made quite subordinate to the low cost of production. Of late years it has been recognized that after all lead is the best material for the purpose for more reasons than one. It has been found to be more durable and to have a much better appearance than iron, which must be painted in order to preserve it from decay.

A very important consideration in all leaders is that they should be smooth inside and not have any seams or projections that would be likely to catch small leaves or other objects which would cause the lodgment of other materials and finally close the pipe. As obstructions more easily occur in the bends or elbows than in any other part, the following suggestions should always be kept in mind when considering the putting in of elbows:

- 1. The elbows must be of proper angle: therefore a sixty degree or less angle is always more appropriate than an elbow of more angle, as it has pitch and will drain dry. A ninety-degree angle should never be used for a down-spout, as it has no pitch and will not drain completely.
- 2. The elbows should at all times be made of a good grade of new material, and this material should be galvanized after formation,

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### Did You Ever See a Bull Pup Take Hold on a Root and Shut His Eyes to Everything Else in the World and Just Hold on?

Did you ever have some chap return a five-dollar loan long after you had given up hopes and were as flat broke as a tramp?

A NYE CHAIN VISE has in its jaws the tenacity of the bull pup—it also has in its absolute ability to fill a long felt want, the perfection of that five-dollar note.

It takes all sizes of pipe from ½ to 2-inch coupling. The steel chain attachment is guaranteed to stand a strain of 2000 pounds. It will hold like a mortgage and the chain will not even mar a painted pole.

You Can't Beat That Without You Cheat

NYE THE DIE MAN

The Nye Tool & Machine Works

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so as to cement the entire formation into one mass and coat all raw edges.

- 3. At all times elbows of a heavier gauge than the leaders should be used; for instance, a twenty-nine gauge conductor should be erected with full twenty-eight gauge elbows. This should be so because it is commonly known that the first to fail in a leader is the elbow; since it must guide the flow of water, it consequently suffers the entire strain and wear of the down-spout.
- 4. Elbows should be used at all times to get around cornices, mouldings and obstacles, as the commonly known "soldered break" into the pipe will cost more than an elbow, and it is not durable.

There is a practice in vogue in New England of using a leader of larger diameter than a gooseneck for the outlet to which it is connected, the idea being to allow for a coating of ice which may form inside the leader. There is no harm in this practice if the gooseneck is always made of ample diameter to conduct the large volume of water it may be called upon to carry off; but unfortnuately many of the architects and sheet metal men use a conductor just large enough to receive the water and reduce the diameter of the gooseneck so as to preserve the customary difference in size between the leader and the gooseneck. They overlook the fact that the leader cannot carry any more water than is delivered to it through the gooseneck.

The leader should, of course, be connected with the sewer, and should be trapped, as otherwise it would simply be a flue for the passage of foul gases from the sewer into the house as shown in the diagram (Figure 4). It is

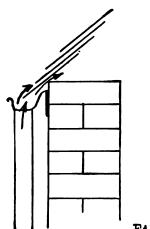


Figure IV.

often the case, too, that there are adjacent occupied buildings with windows higher than some of the surrounding roofs, and so it is very important that foul gas be prevented from entering the leaders. This gas is also corrosive; therefore, a trapped leader will prove more durable than an untrapped one on this account.

In the case of isolated country houses, it is best to run the leaders into a dry well, located some distance from the house. Care should be taken not to locate the well in a bed of stratified rock because instances have been known where the water running into such a well has run back through the rock into the cellar. Water leaders should never be allowed to discharge in the open, because this causes a constant moisture where the discharge takes place, and provides an excellent breeding-place for mosquitoes, besides causing a damp cellar.

#### Soil-Pipe.

As has been stated, the leader pipe discharges the rain water into a soil-pipe extending ten or twelve feet above the ground. It is not as difficult in this case as it was in that of the gutters and leaders to choose a suitable material, because the choice can be quickly narrowed down to two kinds, and one of these has been proven by experience as the best material to use.

In looking for proofs of the suitableness of different kinds of soil-pipe, the advertising literature of some forty odd soil-pipe manufacturing concerns was studied. Such study proved to be of little use, however, because each concern reported experiments carried on by expert chemists and scientific men which proved absolutely that their product was the best. One thing was noticeable, however; that only one class of pipe makers were able to substantiate their experiments with proofs of long service under actual conditions, and these were the cast-iron pipe makers.

In order that the soil-pipe may be successful, it must fulfil the following conditions:

1. It must be strong enough to stand pressures without caused by the jarring of trucking in the street, settling of building, etc., and the pressure from within which may be caused by the pipe being blocked.

2. It must be large enough to carry off all the rain water as fast as it comes down the

leader pipe.

3. It must be strong enough to stand the ramming and forcing out of any material which may have stopped the drain.

4. All joints must be tight to prevent a leakage and the entrance of roots of trees.

There are four kinds of pipe which have been used for soil-pipe, namely, steel, wrought iron, vitrified stone ware and cast iron pipe.

Of the four kinds, practical experience has shown that the steel pipe is practically worthless

The wrought iron pipe has been used to some extent with more or less success, perhaps; but since it corrodes and rusts very quickly, it does not pay to use it as a sub soil-pipe.

The real choice must be made, therefore, between the vitrified stone ware and the cast iron pipes. In fulfilling the above conditions, it is well-recognized now that cast iron has



many distinct advantages over hard-burned glazed earthenware pipe or vitrified stoneware pipe. There are many points of comparison, but only a few of the most important ones will be mentioned here. The joints of a stoneware pipe must be cemented together, and it is impossible to make these joints sufficiently strong to withstand the jarring caused by refilling the ditch. The joints thus cracked permit the rain water to flow out and make the surrounding ground moist enough to attract roots. roots readily enter the cracks, force the joints apart, and grow profusely in the pipe. Large roots growing over or under the pipe depress or raise it sufficiently to crack open the joints and so let out the rain water and let in the roots.

In the case of cast iron pipes, the joints are usually caulked with oakum and molten lead and can be made very tight. This pipe will resist root pressure and if thrown considerably out of line will give without breaking at the joints. The ability of cast iron to withstand the ravages of time has been demonstrated in many cases, a pipe taken out of the Astor House, New York, in good condition after eight years of service being a most striking example.

#### Conclusions.

In the preceding discussion, only the barest details have been given in an attempt to show what materials and methods are used in the construction and maintenance of gutters, leaders and sub-soil pipes. An effort was made to show where and why both these factors are successes or failures.

The rain water disposal systems as put up today cause the house owner a great deal of trouble and annoyance for one reason or another. It is believed some of these could be eliminated if the following suggestions were carried out:

I. Consider carefully the maximum amount of rain water that will have to be taken care of.

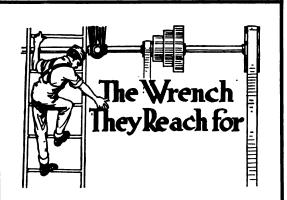
II. Study the conditions which would affect the life and serviceability of the system in question.

III. Select the best material obtainable with the idea of withstanding the conditions mentioned in I.

IV. Have the system erected by competent workmen.

Charles Hinman has been awarded the plumbing contract for the new Simpson Building at Escondido, Cal. He has been kept quite busy on residence work during the past summer

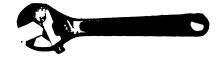
Notice has been published by the Master Plumbers' Association of Portland, Oregon, that after October 1st all work will be on the basis of \$1.25 per hour where their services are needed for less than eight hours, or \$8.00 for each period of eight hours or more. The government just now is paying such extremely high wages for plumbers and pipe fitters, and the navy has been calling for such men for a long time, that in the vicinity of Portland, and the Pacific Coast especially the shortage of men is acute.

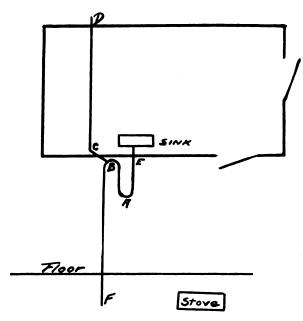


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Crescent Tool Co.
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#### TROUBLE WITH FREEZING TRAP

Being a reader of your magazine for some time, I would like to ask a favor of you. Enclosed is a rough diagram of a trap and sink which I am having trouble with. I have asked a plumber about this, but could get no satisfaction.

The trap freezes when the kitchen is warm and it is probably around zero outside. you will notice by the diagram, it freezes where the vent comes in, and not on the side by the door. As it looks to me, it would be better if the vent came in below the floor; but is this practical? Is there such a thing as cold air coming down the vent, or is it the vent contracting the cold air? Kindly advise and oblige.

C-D-Vent in double-boarded shed entering trap at B.

B-C-In kitchen.

A-B-Part which freezes.

A-E-Part not freezing, although closer to door than A-B.

Answer:-Some plumbing regulations in numerous first-class cities allow sinks and lavatories to be set four feet from the vent, and do not require, in this distance, the crown vent of which the reader has a sample. Should advise him to cut out the crown vent and vent from below the floor two or more feet distant from where the sink drain or discharge pipe enters the other drain. With the vent so fixed there will be little danger of any sewer gas coming through the sink trap and undoubtedly such an arrangement will do away with the trap's freezing.

Carlson & Lyons have secured the plumbing contract on a bid of \$635 in the Kenwood school building at Bend, Oregon.

The Thomas Haverty Company, Los Angeles, Cal., has secured the contract at \$10,000, for installing the plumbing and heating system in the Santa Fe roundhouse to be built at Provo, The same company has the plumbing contract for the Linda Vista Santa Fe station and employes' dwelling houses, for the plumbing in the Venice high school auditorium and the plumbing in the first National Bank building at Oxnard.

Crowell & Sutton, 744 San Pedro street, Los Angeles, Cal., have the contract at \$2964 for the plumbing and gas fitting work to be installed in the two-story residence and outbuildings to be erected on the county estate of W. J. Hill, near the Midwick Country Club.

Creller & Seaman, Pasadena, have been awarded the contract at \$1900 for the plumbing in the two-story, sixteen-room residence now being erected on Wentworth avenue, Oak Knoll for Mrs. Grant Edmands.

Robertson & Cassou of Escondido, Cal., report keeping busy on the plumbing work in homes and ranches in their vicinity.

A. W. Place has removed his plumbing shop at Tulare, Cal., to his own building, and is expecting to keep busy throughout the Fall. He has had a very satisfactory season thus far

Messrs. Rotermundt & Abele have engaged in the plumbing and sheet metal trade at Sonoma, Cal., and are expecting a good season's business.

J. B. Maxon, Boca, Cal., has purchased the plumbing shop of E. W. Jewell at Truckee, Nevada.



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# **Retail Selling Prices**

The following retail selling prices are used by merchants in some of the large cities and are offered as a suggestion to retail merchants in smaller towns and cities where they do not have the opportunity of checking up their prices often. In many instances, owing to keen competition, these prices will be found low. In communities removed from the larger cities, transportation charges should be added. We do not believe these prices will be found high. Many merchants use them as the MINIMUM price at which goods are sold, especially where competition is close. We will be glad to receive suggestions and corrections as to any prices quoted herein and of any items not mentioned. Our service department will be glad to give any assistance.

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22 Short	44 S. & W. Special 1.80	2.00	MC 1.35 405 Win. Mod. 95 SP&
22 Short, H. P80 .85 22 Long80 .85	44 Win. or 44-40 Ld.		
22 Long	Bullets 1.60 44 Win. or 44-40 SP&	•••	MU 2.10
22 Long Bifle	MO Bullete	2.00	45-60 Win. 1.15 45-75 Win. 1.25 45-70 Win. 405 Gr. Ld. 1.25
22 Long Rifle, H. P 40 . 45	MO Bullets	2.00	45-70 Win, 405 Gr. Ld. 1.25
22 S. & W. Long85 .40	Vel. SP&MC Bullet	2.05	45.70 Win. 405 Gr. SP&
22 Extra Long 1.00	44 Game Getter 1.55	1.75	
22 Extra Long 1.00 22 W. R. F45 .50	44 Webley 1.85	•••	45-70 Win, Hi Vel. SP&
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25 Short Stevens H P 60	Rifle Cartridges— 22 Hi. Pr. Sav. SP&MC	1.80	Shot Cartridges-
25 Stevens	O M.M. SPORMU	1.70	22 Long
25 Stevens_HP80			22 Long
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38 Short, R. F	MO 8 M-M Mauser SPAMO	1.70	<b>45-70 1.85</b>
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41 Swiss 1.10	9 M-M Mannlicher SP&	2	32 S. & W
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ctgs 1.10	25-25 Stevens SP 4 MC .75 25-86 Marlin SP&MO	.90	
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22 Win. Sgl. Shot 1.20 1.30		1.05	10 Ga. BB or Buck, per
22-15 Stevens		1.45 2.20	box 25 1.20
25-20 Stevens, Ld. Bul 1.45 1.65	280 Ross Win, & UMU	<b>a</b> .20	10 Ga. 1 to 10 1.20
25-20 Stevens, SP&MC bullet 1.75	280 Ross, Ross make CT & MC	2.40	12 Ga. BB or Buck 1.10
25-20 Mod 92 SPAMO	80-80 SP&MC	1.80	12 Ga. 1 to 10 1.00
bullet 1.60	80-30 Miniature MC	1.20	16 Ga. BB to 10 1.00
25-20 Mod 92 Ld. Bul. 1.80 1.55	80-80 Short Range Lead	1.05	20 Ga. 1 to 10
25-20 Mod 92 Hi Vel	80 Rem. SP&MC	1.80	
SP&MC bullet 1.70	808 Sav. SPAMC	1.80	Smokeless Powder—Low Brass— 10 Ga. Ball, Buck, BB 1.85
25 Colts Aut., SP&MC	808 Sav. Min. MC 803 Sav. Short Range	1.20	10 Ga. Ball, Buck, BB 1.85 10 Ga. 1 to 10 1.80
bullet 1.80	Lead	1.05	12 Ga. Ball, Buck & BB
30 Borchart, SP&MC Bul 2.10 30 Luger. SP&MC Bul 2.10	20 Sportld 02 Dimless	2.00	to 10 1.20
30 Luger, SP&MC Bul 2.10 30 Mauser, SP&MC Bul 2.10	SP&MO	1.85	16 Ga. Ball, Buck & BB
30 Mauser in clips, SP	30 Spgfld 06 Rimless		to 10 1.10
AMC Bullet	8P&MC	1.85	20 Ga. Ball & BB to 10 1.10
82 S. & W			28 Ga. 4 to 8 1.10
32 S. & W. Met. Pt 1.05	SP&MO 80-220 Win. or Krag,	1.75	410 or 86 Ga
32 S. & W. Long 1.00 1.10		1.55	Leader, Arrow High Brass-
32 S. & W. Long, M. P 1.15 32 Short Colts 90 1.00	803 British SP&MC	1.75	10 Ga. Buck, Ball & BB
	32 Rem. SP&MC	1.80	12 Ga. Buck, Ball & BB
32 Long Colts 1.00 1.10 32 Colts New Pol. or	32 Win. Self Ldg SP&		to 10 1.80
Pol. Pos 1.00 1.10	MC	2.80	16 de 20 Ga. Buck, Ball
Pol. Pos 1.00 1.10 32 Colts Auto. SP&MC 1.45	82 Win. Special Speakit	1.30	<b>&amp;</b> BB to 10 1.20
32 Win. or 82-20, Lead	82-40 Lead	• • • •	12 Ga. 8 1/2 Dram or 28
bullet 1.30 1.55	32-40 SP&MC	1.10 1.80	Gr 1.30
32 Win. or 32-20 SP or MC		1.00	Case lots or more, 10% off on
or MC 1.60	82-40 Short Range Lead	1.25	Leader and Arrow. Empty Paper Shells—Black Pow.—
32 Win. or 32-20 High Vel. SP or MO 1.70	33 Win. SP&MO	1.70	12, 16, 20 Ga. per 100 1.50
Vel. SP or MO 1.70 35 S. & W. Aut. SP or	85 Rem. SP&MC	1.45	10 Ga. per 100 1.65
M(7	85 Win. Self Ldg SP&		10 Ga. per 100 1.65 For Smokeless Powder, Repeater or
38 S. & W 1.10 1.25	MC	2.85	Nitro Club
38 S. & W. Met. Pt 1.85	85 Mod. 1895 SP&MO	1.85	12, 16, 20, 28 Ga. per
38 S. & W. Spec 1.85 1.50	351 Win. Self Ldg	2.75	100
38 S. & W Spec. Met.	38-55 Lead 1.15 38-56 SP&MC 38-55 Hi Vel. SP&MC	1.85	10 Ga. per 100 2.10
Point	38-55 Hi Vel SPAMC	1.60	
Pol. Pos 1.10 1.25	85.00 Lead		10 Ge ner 100 240
38 Colts New Pol. or	88-56 SP&MC	1.85	Empty Brass Shells— Best Qual. 12, 16, 20, 28, Box 25
Pol. Pos., Met. Pt 1.35			Best Qual. 12, 16, 20,
38 Short Colts 1.10 1.25	38-70 Lead SP&MC	1.50	28, Box 25 2.75
Pol. Pos., Met. Pt 1.35 38 Short Colts 1.10 1.25 NOTE—10% off Pistol Cartridges	88.72 Lead 1.20	1.50	2nd Qual. 12, 16, 20,
500 lots or more.	88-72 SP&MC 1.10	1.50	28, box 25 2.10
Center Fire Pistol Cartridges	40-60 Will, Lead 1.10	•••	W M d d d d d d d d d d d d d d d d d d
38 Long Colts 1.20 1.35 38 Colts Aut. SP&MC 2.10	40-60 Marlin, Lead 1.15 40-60 Win. SP&MC	1.45	Cardboard, box 25020 Black Edge, Reg., box
380 Colts Aut. SP&MC 2.00	40-65 Win. Lead 1.15 40-65 Win. 8P&MC	2.40	250
9 M-M Luger SP&MC 2.15	AN OF WILL SPANO	1.85	Black Edge, ¼ in., 125
	40-05 WILL SEGULO		Diack Edge, 76 in., 185
38-40. Lead Bullet 1.60	40.70 Win. Lead 1.25		in box
38-40, Lead Bullet 1.60 38-40 SP&MC 2.00	40-70 Win. Lead 1.25 40-70 Win. SP&MO	1.50	in box
38-40 Lead Bullet 1.60	40.70 Win. Lead 1.25		in box

AD 700 True 40 07 Deline 3 44 00 C61 41/	Olabla Warrel Warrel And A
ADZES—House, \$3.75 each; Railroad, \$4.00 each; Ship 4½, \$3.90 each; 4½, \$4.25 each; Lipd 25c extra.	Clark's Expansive, small, \$1.15; large, \$1.50. Steers, small, \$2.00; large, \$2.50.
ANOHORS—Screws per 100, 8-16, \$4.00; 1/4, \$6.00.	BLADES-Hack Saw-8-in., 10c; 9-in., 15c; 10-in., 15c;
ANVILS—Vulcan—No. 2, 20-lb., \$6.50; No. 3, 30-lb., \$7.50; No. 4, 40-lb., \$8.75; No. 5, 50-lb., \$10; No. 6, 60-lb., \$11; No. 7, 70-lb., \$12; No. 8, 80-lb., \$13. Trenton—80 to 425	12-in., 20c. Power, 14-in., 85c.
No. 4, 40-lb., \$8.75; No. 5, 50-lb., \$10; No. 6, 60-lb., \$11; No. 7, 70-lb., \$12; No. 8, 80-lb., \$13. Trenton—80 to 425	EXTENSION BIT HOLDERS—12-in., \$1.25 each; 18-in., \$1.50 each; 24-in., \$1.75.
1b., 22 1c 1b.; 70 to 79 lb., 23c lb.; 60 to 69 lb., 28 1c c	BLOCKS-Wood Tackle List.
lb.; 50 to 59 lb., 24 1/2 c lb. With Clip Horn, 2c per lb. extra.	BLOCKS—Steel Tackle—
APRONS—Carpenters—California Leg, \$1.50; No. 12 Long	Single Double Single Double Size. Com. Com. Size. Com. Com.
Brown, \$1.25; No. 2 Short Brown, 60c.	8\$ .85 \$1.65 7\$1.65 \$3.00
ASBESTOS— Cut.  Mill Board\$ .80 per lb. \$ .85 per lb.	4 1.00 2.00 8 1.85 8.50 5 1.15 2.15 10 8.40 5.50
Mill Board	6 1.40 2.50
Paper       .80 per lb.       .85 per lb.         Wicking, ½-lb. balls, each       .70         Wicking, 1-lb. lots, per lb.       1.85	BLOWERS-No. 400 Champion, \$30. No. 40 Lancaster, \$19.
Cement, per sack	BOARDS—Stove—W. L.: 24x24, \$1.40; 24x86, \$2.00; 36x26, \$1.65; 26x82, \$2.00; 28x28, \$1.95; 28x34, \$2.25; 30x80, \$2.25; 30x88, \$2.75; 33x38, \$2.80; 32x42, \$3.25; 36x26, \$3.35; P. L.—16x18, 55c; 24x24, \$1.00; 26x26, \$1.55; 28x28, \$1.25; 30x80, \$1.50; 26x30, \$1.45; 28x23, \$1.65. Wash Boards—Glass Queen, each 65c; Brass Queen, each 85c; Zing Queen, each 50c
AUGERS— Nut ——Ship——	\$2.25; 80x88, \$2.75; 88x88, \$2.80; 82x42, \$8.25; 86x86.
½ 3.50 Sixes With Without 50 in 16's Screw Screw	\$8.85. P. L.—18x18, 55c; 24x24, \$1.00; 26x26, \$1.15;
%	Wash Boards-Glass Queen, each 65c; Brass Queen, each
%	000, 11.10 41001, 0101 000.
1¼1.40 18 1.40 1.65	BOXESMitre Goodell Langdon
1½ 1.80 14 1.40 1.65 1½ 2.15 15 1.60 1.85	26x4 \$15.00 15 19.50
2 2.50 16 1.60 1.85	28x5 16.50 16 20.00 30x5 17.00 Acme—
2 ½ 8.00 17 1.70 2.00 2½ 8.75 18 1.70 2.00	80x6 19.00 72 17.00
2 % 5.00 19 1.90 2.25	New Langdon Imp.— 78 18.00 82 14.50 74 19.00
8 6.75 20 1.90 2.25 21 2.00 2.40	88 15.00 Stanley-
22 2.00 2.40	84 17.00 246 14.25 85 17.50 50¼ 7.50
Boring Machine— 23 2.35 2.70 1	Stearns— 244 14.00
14 1.00 25 2.60 8.15	1 2.75 858 16.25 Perfection— 460 19.00
11/2 1.25 26 2.60 8.15	2
1% 1.50 27 2.85 8.75 2 2.00 28 2.85 8.75	Parts: Add to list, 25%. BOLTS—
29         3.75         4.25           Ouban Ring—         80         8.75         4.25	Carriage— Contractors. Retail, by doz.
Cuban Ring—         30         8.75         4.25           1	Small
11/2 1.75 82 4.25 5.00	Large
1½ 2.00 1½ 2.50	Small
2 2.85	Large
Post Hole— Vaughns\$1.65	Stud
Iwan 6-inch	BRACES— 811 911 928 945 956 6
Eureka	8\$3.85 2.85 2.25
Hdl. Am., \$2.00; best grade Hdld., \$2.25. Dble. Bit American, \$2.50; best grade Hdld., \$3.00. Not Hdld.—S. B.	10
can, \$2.50; best grade Hdld., \$3.00. Not Hdld.—S. B. best grade, \$2.00; D. B., best grade, \$2.50.	14 4.25 8.75 8.25
	16 4.50 998 921 955
BABBITT—1, 35c lb.; 2, 30c lb.; 3, 27c lb.; 4, 22c lb.; Magnolia, 50c lb.; CH, 75c lb.; Motor, \$1.00 lb.	8 8.00 8.00
BATTERIES—Dry, 2½x6, each 45c.	10 4.15 8.25 1.50 12 8.50 1.65
BARS—Bent Claw, 20-in., each, 75c; 24-in., 85c; 80-in., \$1. Crow Bars—15e lb.	8008 8010 8012 8014
BELLS-Kentucky Cow-No. 0, 85c each; No. 1, 75c each;	PS&W\$8.00 \$3.25 \$3.50 \$8.75 BRACKETS—Shelf—
No. 2, 60c each; No. 8, 45c each; No. 4, 35c each; No. 5, 30c each; No. 6, 25c each; No. 7, 20c each.	Japanned— Pair B. P.— Pair
BEVELS—Sliding T—No. 18: 6-in., 75c 8-in., 90c; 10-in., \$1.00. No. 25: 6-in. 50c; 8-in., 55c; 10-in., 60c; 12-in.,	8x 4 \$ .20 8x 4 \$ .85
\$1.00 No 25: 6.in 50e: 8.in 55e: 10.in 60e: 12.in	4x 5
01.00. No. 20. 0-M., 000, 0-M., 000, 10 M., 000, 12 M.,	4x 5
65c; 14-in., 75c.	4x 5      .25     4x 5      .40       5x 7       .50     6x 8      .65
65c; 14-in., 75c.  BIBBS— Size List Retail	4x 5     .25     4x 5     .40       5x 7     .80     5x 7     .50       6x 8     .40     6x 8     .65       7x 9     .45     7x 9     .75       8x10     .50     8x10     .80
65c; 14-in., 75c.  BIBBS— Size List Retail Finished Plain	4x 5     .25     4x 5     .40       5x 7     .80     5x 7     .50       6x 8     .40     6x 8     .65       7x 9     .45     7x 9     .75       8x10     .50     8x10     .80       10x12     .65     10x12     1.00
65c; 14-in., 75c.  BIBBS— Size List Retail Finished Plain ½ \$22.20 \$1.00	4x 5     .25     4x 5     .40       5x 7     .80     5x 7     .50       6x 8     .40     6x 8     .65       7x 9     .45     7x 9     .75       8x10     .50     8x10     .80       10x12     .65     10x12     1.00       12x14     1.00     12x14     1.25       16x18     2.25     N.P. & O.C, same as B.P.
65c; 14-in., 75c.  BIBBS— Size List Retail Finished Plain 1/4 \$22.20 \$1.00	4x 5     .25     4x 5     .40       5x 7     .80     5x 7     .50       6x 8     .40     6x 8     .65       7x 9     .45     7x 9     .75       8x10     .50     8x10     .80       10x12     .65     10x12     1.00       12x14     1.00     12x14     1.25       16x18     .2.25     N.P. & O.C. same as B.P.       BRADS—Wire     Bulk per lb. 4-lb. pkrs. 4-l
65c; 14-in., 75c.  BIBBS— Size List Retail Finished Plain	4x 5
65c; 14-in., 75c.  BIBBS— Size List Retail Finished Plain	4x 5
65c; 14-in., 75c.  BIBBS—	4x 5
65c; 14-in., 75c.  BIBBS—	4x 5
65c; 14-in., 75c.  BIBBS—— Size List Retail Finished Plain	4x 5
65c; 14-in., 75c.  BIBBS—— Size List Retail Finished Plain	4x 5
65c; 14-in., 75c.  BIBBS— Size List Retail Finished Plain	4x 5
65c; 14-in., 75c.  BIBBS—	4x 5
65c; 14-in., 75c.  BIBBS—	4x 5
65c; 14-in., 75c.  BIBBS—	4x 5
65c; 14-in., 75c.  BIBBS—	4x 5
65c; 14-in., 75c.  BIBBS—	4x 5
65c; 14-in., 75c.  BIBBS—	4x 5
65c; 14-in., 75c.  BIBBS—	4x 5
65c; 14-in., 75c.  BIBBS—	4x 525 4x 540 5x 730 5x 750 6x 840 6x 865 7x 945 7x 975 8x1050 8x1080 10x1265 10x12 . 1.00 12x14 . 1.00 12x14 . 1.25 16x18225 N.P. & O.C, same as B.P. BRADS—Wire. Bulk per lb. ½-lb. pkgs. ½-lb. pkgs. ½ & ¼ inch2015 . 10 ½ to 1½ inch2015 . 10 1½ to 2 inch151510 BRASS—Sheet—Soft, per lb., 90c; Half Hard, 85c; Sign, 80c; Spring, \$1.10. BREAD MAKERS—Universal—No. 2, each, \$2.25; No. 4, \$2.50; No. 8, \$3.50. BUCKETS—  Common Galv. Each 8
65c; 14-in., 75c.  BIBBS—	4x 5
65c; 14-in., 75c.  BIBBS—	4x 5
65c; 14-in., 75c.  BIBBS—	4x 5

	OF EDDAMA D. I.
CHAIN—	CLIPPERS—Bolt— New Easy— Extra Cutters
German Coil. Ft. Brass Safety. Yd. 000\$ .08 00\$ .20	No. 0\$3.85 No. 0\$2.00
00	No. 1 4.25 No. 1 2.25
0	No. 2 6.00 No. 2 5.00 No. 3 7.65 No. 8 3.75
1	O. K.—
S and largerUS / S U 35	10-inch 1.50
Passing Link Lb. 1	14-inch 1.75
00 (8-16) \$ .08 000 (18-64)08 Black Tested Galvd.	CLOCKS—Alarm—Flash, each, \$1.50; Indian, \$1.25; Cascade, \$2.00; Recall, \$2.50.
Proof Coil— Lb. Lb. Lb.	CLOTH—Emery Nos. 00 to 8, 10c per sheet straight. Car-
8-16	borundum or Aloxite, Nos. 80 to 180, 10c straight. Hard-
7-82	ware Cloth, Nos. 2, 8 & 4, 10c sq. ft.
14	WIRE CLOTH—
5-16	Black, sq. ft
11-82	CLEANERS—Window—
%	Rubber— Wood Floor—
⅓	10-inch\$ .25 16-inch\$ .40 14-inch\$ .40
% ····· .14 ··· .14	12-inch80 18-inch45 16-inch50 14-inch85
1	OOAL—Blacksmith—
Jack Chain— Log Chains—	Catch weight sacks, per 100 lbs
Brass, Yd. Iron, Yd. 5-16—12\$3.00	Per 125-lb. sack 2.25
	OOAL CHUTES—Hercules—
1280 .10 %—12 3.50	No. 1, 16x18\$18.00 No. 5, 20x24\$17.50 No. 2, 18x20 15.00 No. 6, 16x18 14.50
1425 .10 14 8.75	No. 8, 20x24 20.00 No. 7, 20x24 17.50
16 20 .10 16 4.00 18 15 .10 Brass Ladder— Yd.	No. 4, 10x18 11.00 No. 8, 18x24 28.00
20\$ .15 .10 Size 18\$ .25	COLORS—Dry— Lb. Lb.
CHALK-Carpenters, per piece, 21/2c. School Crayon, per	Lamp Black\$ .25 Van Dyke18  Ivory Drop Black25 Chrome Green \$ .25
gross 50e; 6 for 5c.	Ivory Drop Black25 Chrome Green 25 Prussian Blue85 Chrome Yellow25
CHALK LINE—Yellow, per 100 ft. hank, 15c. Braided	Ultra Dide50 Uchre Golden 10
White, 20-ft. hanks, size 120, each 5c; size 220, 5c: size 820, 5c. 50-ft. balls, size 150, each 10e; size 250, each	Umber Raw15 Ochre Yellow04 Umber Burnt15 Venetian04
10c; size 850, each 10c.	Umber Burnt
CHECKS-Door-A-11, \$4.10; B-12, \$5.50; C-18, \$6.80; D-14,	Sienna Burnt15
\$7.70; E-15, \$10.50. For hold open arm add 75c each.	COLORS—In Oil—
UHOPPERS—Meat and Food— Universal— Enterprise—	Black—Eng Coach lb. \$ .50 Red—Amer Verm. lb60
0\$1.50 5\$2.50	Ivory Drop, lb
1 1.75 10 4.25	Biue—Prussian % ib40 Indian
2 2.00 501 1.25 8 2.75 602 1.50	½ lb
CHURNS—Barrel—	1 lb
Acme— 8 Gal 1.50	12 lb
0 \$5.25 8 \$7.50 4 Gal 1.65	1 lb
1 5.75 4 9.00 5 Gal 1.85 2 6.25 5 10.56 6 Gal 2.00	Cobalt 1 lb 80 Turkey 1.65 Brown—R&B Sienna 1 .40 Para 1.25
Glass Family— Dash and Hdl. extra15	Umber 1 lb
Universal— Daxey— Sturges Steel—	Van Dyke 1 lb
15 \$1.50	Green—Chrome 1 lb
25 2.00 20 1.75 2 7.00 85 2.50 80 2.25 Improved Cylinder—	OOMPOUND— Welding Heat Cherry Climax 5-lb. boxes, lb
45 8.00 40 2.75 1 \$8.25 8 \$4.50	50-lb. boxes, lb
Dash IX Tin 2 8.75 4 5.00	COPPER—Sheet, 85c lb.
2 Gal\$1.85	CORD—Sash— —Common— —Silver Lake—
CHISELS— Bucks Whites Bucks Diamond	Hank Ft. Lb. Hank Ft. Lb. No. 6 \$1.00 \$ .01 \( \frac{1}{2} \) \$ .65 \$ \$1.50 \$ .02 \$ .90
No. 86 No. 2 No. 4 Point	No. 7 1.10 .01% .65 1.75 .02% .90
<b>34 \$</b> .70 <b>\$</b> .90	No 8 185 09 85 900 09 00
1.70 .90 \$ .45	No. 9 1.75021465 2.50031490 No. 10 2.000365 8.000490 No. 10
<b>1.00</b> 60	No. 12 2.75 .0814 .65 4.00 .05 .90
34     7.0     9.0       34     .70     .90       35     .75     .95       36     1.00     .60       36     8.5     1.05     .65       36     .90     1.15     .80       37     .95     1.25     1.00	Samson Spot, per lb
¾     .90     1.15      .80       ¾     .95     1.25      1.00	Tinned Picture— No 0 Pk
1 1.00 1.30 \$ .95 1.25	No. 0, Pk
114 1.10 1.40 1.00 114 1.15 1.50 1.05 124 1.80 1.60 1.15	No. 2, Pk
1% 1.80 1.60 1.15	COTTERS-Spring, discount 60%.
2 1.40 1.80 1.25	CRAYON—Lumber, each 15c; 2, 25c. Hose Couplings—Com. Size ½, each 20c; %, 20c; %, 20c.
Cold Cold Cape Round Com. Special. Nose.	Hose Couplings—Com. Size ½, each 20c; ½, 20c; ½, 20c. CUTTERS—Pipe—
Com. Special. Nose.	Barnes— Saunders— Each
5.16 .20 .80 .85 .85	No. 1
1/4     .25     .80     .40     .40       1/2     .80     .85     .50     .50	No. 2
<b>1</b> .85 .45 .55 .55	No. 4
45 .60 .60 .60	DAMPERS—Stove Pipe—8, 15c; 4, 20c; 5, 20c; 6, 25c; 7,
36     .75       1     .75       .95	80c; 8, 40c; 9, 50c; 10, 60c. DIVIDERS—Wing No. 85—
Cold Eye or Hot Eye: 1%, 75c; 1%, 90c; 1%, \$100.	6
CLAMPS—	765 12 1.00
Mall. Screw Door—Stearns— Pair	875
24-inch\$ .50 2-inch\$4.75	DOLLIES-Timber-
	DOLLIES—Timber— No. 649, 6-inch\$7.50 No. 650, 8-inch\$10.50
8-inch 65 3-inch 6.00	DOORS—Ash Pit—
3-inch .65 3-inch .6.00 4-inch .75 4-inch .7.00 5-inch .90 5-inch .8.00	DOORS—Ash Pit— 8x 8, each\$1.00 10x12, each\$1.25
3-inch     .65     3-inch     6.00       4-inch     .75     4-inch     7.00       5-inch     .90     5-inch     8.00       6-inch     .115     6-inch     .12.50	DOORS—Ash Pit—  8x 8, each\$1.00 10x12, each\$1.25  8x10, each 1.25 12x15, each 2.25  DOORS—Screen—
3-inch         .65         3-inch         6.00           4-inch         .75         4-inch         7.00           5-inch         .90         5-inch         8.00           6-inch         1.15         6-inch         12.50           8-inch         1.75	DOORS—Ash Pit—  8x 8, each\$1.00 10x12, each\$1.25  8x10, each 1.25 12x15, each 2.25  DOORS—Screen—
3-inch     .65     3-inch     6.00       4-inch     .75     4-inch     7.00       5-inch     .90     5-inch     8.00       6-inch     .1.15     6-inch     .12.50       8-inch     1.75	DOORS—Ash Pit—       8x 8, each       \$1.00       10x12, each       \$1.25         8x10, each       1.25       12x15, each       2.25         DOORS—Screen—       Common, %-inch, 2-6x6-6       \$1.35         Common %-inch, 2-6x6-6       \$1.75         Common 14-inch, 2-6x6-6       1.75
3-inch	DOORS—Ash Pit—       8x 8, each       \$1.00       10x12, each       \$1.25         8x 10, each       1.25       12x15, each       2.25         DOORS—Screen—       Common, %-inch, 2-6x6-6       \$1.35         Common 7%-inch, 2-6x6-6       1.50         Common 1½-inch, 2-6x6-6       1.75         Common 1½-inch, 2-8x6-8       1.85         1.25       1.25
3-inch     .65     3-inch     6.00       4-inch     .75     4-inch     7.00       5-inch     .90     5-inch     8.00       6-inch     1.15     6-inch     12.50       8-inch     1.75     0-inch     12.50       10-inch     2.50     Universal—       12-inch     2.75     No. 83     2.25	DOORS—Ash Pit—       8x 8, each\$1.00       10x12, each\$1.25         8x 10, each

#### RETAIL SELLING PRICE-Continued. 1530 4.15 1540 5.75 1545 7.50 1650 6.25 1555 8.50 Bit Stock No. 114 Dos. 3-82 \$2.70 14 \$3.00 5-82 \$3.50 555 8.50 1430 2.75 1445 4.85 1455 5.00 DRILLS-5-82 1.90 8-16 2.25 7-82 2.75 14 8.25 9-82 8.80 5-16 4.85 4 6.00 7-16 8.50 ELBOWS-Conductor-Rd. Adj. 1½-inch. \$.25 2-inch. .20 3-inch. .25 Shoes Pl. Rd. 2-inch.....\$ .85 7-16 8.50 12.00 Each 9-16 1.40 % 1.60 Shank No. 116, each. Adj. Adj. Pol. Com. Pol. Galvd. \$ .35 \$ .25 \$ ... ... .45 \$ .30 \$ .60 \$ .65 \$ .50 \$ .40 \$ .75 \$ .75 \$ .50 .50 .55 Com .60 .65 .70 .80 .90 1.00 1.10 1.20 % 11-16 11-16 18-16 % 15-16 ..... 15-16 2.30 1 1-16 2.70 1 1-16 2.70 1 3-16 3.10 1 3-16 3.10 1 15-16 8.60 1 5-16 8.60 1 5-16 4.20 1 7-16 4.20 Shank No. 120. 1 5-32 45 3-16 50 1 5-16 50 7-32 55 1 6 70 1 7-32 80 7-16 90 7-16 90 7-32 .55 14 .60 29-32 .65 5-16 .70 11-32 .75 54 .80 13-82 .90 15-82 .1.10 25-82 .1.20 27-16 .1.40 17-82 .1.30 9-16 .1.40 19-82 .1.50 4 .1.60 21-82 .1.70 21-82 .1.70 | State | Stat 17.82 1.30 9-16 1.40 19-82 1.50 5 1.60 5 1.60 21-82 1.50 21-82 1.70 11-16 1.80 28-82 1.90 25-82 2.10 27-82 2.40 27-82 2.80 29-82 2.80 29-82 2.80 15-16 8.00 31-82 8.25 1 8.50 1 1-82 4.75 1 1-16 4.00 1 3-32 4.25 1 5-32 4.75 1 3-16 6.00 1 11-82 5.75 1 1-16 6.00 1 11-82 6.25 1 5-82 1.70 1 1-82 1.85 1 1-80 1 1-8 % 80 7-16 90 ½ 1.00 9-16 1.10 % 1.30 11-16 1.50 ½ 1.70 13-16 1.90 2 2.10 15-16 2.80 1 1-16 2.70 1 ½ 2.90 1 3-16 8.10 1½ 8.30 1 5-16 8.60 1½ 8.90 1 7-16 4.20 08 1.50 8 1.50 8 1.50 8 1.50 8 1.70 8 1.70 8 8 5.50 8 1.70 10 2 20.00 490 ½ 11.00 1003 12.00 1005 18.00 11 20.00 Breast Drills. Breast Drills. \$5.50 4.50 10.00 5 00 Square Bastard. Square Bastard. Size 4 20 Size 5 .25 Size 6 .25 Size 7 .30 Size 8 .35 Size 10 .45 Size 12 .60 Size 14 .85 Size 16 1.05 Feed Frame. ..... 8.00 186 Chain Drill. 807 816 817 818 Hand Drill. . . . . . . . \$2.40 259 4 32.40 4½ 2.00 5½ 4.00 5½ 4.00 5½B 4.00 49 1.50 52 2.20 329 343 385 379 Size 4 ½, 2 for 25c .15 Size 5 .15 Size 5½ .15 Size 6, 2 for 85c .20 Size 7 .25 455

Correct Black   Correct Blac		T	G. ENAMELED WAL	r	
1.05		15050			Covered Bake Pane
1.05			08 3 .15	222 2.50	
Control Biggins   10   1.50	2 1.65	450	010		
1.50	4	850 1.00			
01	Coffee Biggins.	1050 1.50	10	2201 2.25	40
00					60
1.00	00	250170			Bed or Douche Pans.
1.00	010 1.05		25	71	
Coffee Bollers   1.00   2.00	080 1.80		Í		1\$8.0(
1.05				74	
20		10501 1.75	6	81	
1.00					12
100	80 1.50		50\$ .40	84	
1	100 2.50	040 1.25	Measuring Cups.	51	08 8 .85
Saucers   Sauc		502 1.85		52	01
Plak Bollers   Society	801 1.65	· ·	Saucers.	54 1.25	02
10	1001 2.75				Sponge Cake Pans.
Acme Dinner Suckets   200	Fish Boilers.		100 \$ .85		
131	220 4.50		20	14 \$ .80	100 3 .45
1.60   1.60	222 5.00		Ouspidors.	18	300
Ham Bollers	2201 4.75	840 1.60		20	825
Table   Part	<b>2221 5.5</b> 0				400
Milk or Rice Bollers   14	170\$2.75	14\$1.80		26	
Milk or Rice Bollers		41 1.80	161 3 .25	30	475 1.15
Backets   105		Oblong Dinner	151		
1.15		Buckets. 21.65		86 1.85	Square Stove Pans.
24	18 1.15	111 1.75	55 \$ .50		
24	22 1.50				112
Second Processes   Second Proc		Aurora Dinner	10	20\$ .75	114 1.00
1	<b>28 2.5</b> 0			4090	115 1.15
1-1	141 1.00	776 1.90	010 3 .25	1 20 2.00	
201	161 1.10	876 2.15	011	70 1.25	Square Jelly Cake
1.65	201 1.40	Chambers.			99 8 .80
2-1		1 1	100 \$ .80	070 2.00	100
14	261 2.15	2	113		
52	861 8.50				8\$ .25
Same	52 1.05	1\$ .25	50 \$ .80	180 1.65	1 7
1.85	58 1.20		Wall Soap Dishes.		68
Solid   Soli	54	8		90\$ .20	
1	56 2.00		Sink Drainers.		Mountain Cake Pans.
104	521 1.15	2	40	12080	79
531 ½ 1.50 306 .70 407 .85 110 .9.56	521 1/2 1.25	104	Coffee Flasks.	101	
Solid   Soli	581 1/2 1.50			111	15
Smis   Bowls   Smis   Smis   Bowls   Smis   Bowls   Smis   Smis   Bowls   Smis	561 2.15	40785			
Smis   Bowls   20   12   14   25   25   5   3   15   02   30   35   35   30   12   14   35   35   35   30   35   35   30   35   35	581 2.75		21075	29 3 .20	Dish Pans.
12-14	9-10 8 .20			90 00	80\$ .95
18	12-14	5\$1.50	02		140 1.15
20 45	1885		04		
26		Combinets.	05	011 \$ .45	800 2.85
28	24		Fruit Jar Fillers.	Standard Measures.	101
80	28	4		02	141 1.05
125		5 18		04	Rinsing Pans.
Wash Bowls.         6½         20         05         .85         Jelly Moulds.         012         1.00           28         .40         .20         06         .90         080         .15         014         1.05           30         .45         8         .25         010         1.85         010         .80         .115         Children's Mugs.         Lipped Fre Pans.           32         .50         8½         .25         012         1.65         .25         .25         .31         .85           36         .70         9½         .30         031         .75         Chamber Palls.         .82         .40           19         \$.85         10½         .85         051         1.00         2         1.50         34         .50           21         .40         11         .85         061         1.15         3         1.75         35         .60         .65           21         .40         11         .85         061         1.10         2         1.50         34         .50           21         .40         11         .85         061         1.14         3         1.75         35         .60 <td>125 \$ .25</td> <td>5 1/215</td> <td></td> <td>05</td> <td>08\$ .85</td>	125 \$ .25	5 1/215		05	08\$ .85
28	Wash Bowls.	61/4	05		1 012 1.00
30 45 8 25 010 1.85 8 20 1.0	28	7	08 1.15	080\$ .25	017 1.05
84         .60         9½         .30         021         .65         5         .25         31         .85           86         .70         9½         .30         031         .75         Chamber Pails.         32         .40           10         .85         041         .90         1         .\$140         33         .45           19         .85         10½         .85         051         1.00         2         1.50         34         .50           21         .40         11         .85         081         1.15         3         1.75         85         .60         .65           22         .50         12         .40         0101         1.65         25         2.15         .35         .66         .65           23         .60         12½         .45         0101         1.65         25         2.15         National Fry Pans.           24         .70         13         .50         Convex Kettles.         Water Pails.         50         .85           26         .85         13½         .60         212         \$1.05         110         \$1.15         51         .45           28	80	8	010 1.85		Lipped Frw Pans.
86         .70         9½         .80         031         .75         Chamber Palls.         .82         .40           19         \$ .85         10½         .85         051         .100         2         .150         33         .45           21         .40         11         .85         061         .15         3         .150         34         .50           21½         .45         11½         .85         081         .1.40         4         .200         36         .65         .65           22         .50         12½         .40         0101         1.65         25         2.15         National Fry Pans.           23         .60         12½         .45         0121         .185         30         .2.35         National Fry Pans.           24         .70         13         .50         Convex Ketles.         Water Pails.         50         .85           26         .85         13½         .60         212         \$1.05         \$110         \$1.15         51         .45           28         1.00         14         .75         214         1.25         112         1.35         52         .50	84	9	021	5	81
19		9 1/280	081		82
21	19\$ .85	101/2	051 1.00	2	84
2250   1240   0101 1.65   252.15   National Fry Pans.   2360   12 ½45   0121 1.85   302.85   4980   2470   1350   Convex Kettles.   Water Pails.   5085   2585   13 ½60   212\$1.05   110\$1.15   5145   2685   1.00   1475   2141.25   1121.85   5250   2785   2161.50   1141.60   5855   2885   2161.50   1141.60   5855   2985   2161.50   1141.60   5855   2085   2161.50   1141.60   5855   2185   2161.50   1141.60   5855   2185   2161.50   1141.60   5855   2185   2161.50   1141.60   5855   2185   2161.50   1141.60   5855   2185   2161.50   1141.60   5855   2185   2161.50   1141.60   5855   2185   2161.50   1141.60   5855   2185   2161.50   1141.60   5855   2185   2161.50   1141.60   5855   2185   2161.50   1141.60   5855   2185   2161.50   1141.60   5855   2185   2161.50   1141.60   5855   2185   2161.50   1141.60   5855   2185   2161.50   1141.60   2161.60   21655   2185   2161.50   1141.60   2161.60   21655   2185   2161.50   1141.60   2161	21	1185		8 1.75	85
28	22	12	0101 1.65	25 2.15	
26		1850	Convex Kettles.		49 \$ .80
80 1.25 141/2 85 216 1.50 114 1.60 58	26	13 1/260	212\$1.05	110\$1.15	51
98 180 18 100 010	80 1.25	141/285		114 1.85	
	82 1.50	15 1.00	218 1.75		

	RRTATT.	SELLING PRICE	Continued	
55	Lipped Sauce Pans.	Soup Plates.	1450 1.60	218 6.00
56	9 \$ .25	58 <b>\$</b> . <b>2</b> 5	1650 1.90 1850 2.25	224 7.50 286 9.00
Muffin Pans. 45	12	60	Berlin Sauce Pots.	812 9.00
40855	16	Coffee Pots.	02\$ .55	81812.00 82415.00
409	18	2 ½\$ .55 860	08	88618.00
Corn Cake Pans.	22	5	05	Bread Raisers.
706\$ .55	24	25	06	10
708	28	85	010 1.40 012 1.65	17 2.85
712	8095	55 1.05	02165	21 2.75
Milk Pans.	Straight Sauce Pans. 250\$ .55	21 1/2	081	141 2.25 171 2.75
00\$ .20	850	8165	051 1.00	211 8.25
11	450	25185	061 1.15	Nesco Perfect
20	Shallow Stew Pans.	851	0101 1.65 0121 1.85	Roasters. 150\$2.50
30	3\$ .80 4	551 1.15	Convex Sauce Pots.	180 3.25
50	5	05	212\$1.05	200 4.20
8065	6	025 1.15	214 1.25 216 1.50	Grocers' Scoops.
100	Deep Stew Pans.	085 1.20 045 1.85	218 1.75	8
Pudding Pans.	16	055 1.50	220 2.00 222 2.50	4
50\$ .25	18	0151 1.05	2121 1.20 2141 1.40	20
100	22	0251 1.15 0851 1.80	2161 1.75	40
200	Molasses Pitchers.	0451 1.40	2181 2.00   2201 2.25	Flat Skimmers.
40040	Convex Water	0551 1.55	2221 2.75	9\$ .20
500	Pitchers. 401\$ .60	Tea Pots.	Oval Sauce Pots.	10
80065	402	01	8 2.25	12
1000	408	0	4 2.50 20 2.25	Spittoons. 200\$ .85
Pus Pans.	405	20	80 2.50	800
2	406 1.00 . Water Pitchers.	40	40 2.75 Straight Sauce Pots.	Club Spittoons.
8 · · · · · · · · · · · · · · · · · · ·	5\$1.00	50 1.05	014\$ .50	Hotel Spittoons.
Berlin Sauce Pans.	10 1.15	01165	016	150\$2.50
02\$ .55 08	0	01 1/4	02085	Basting Spoons.
04	2	201	024 1.25	12
06	8 1.05 4 1.20	401 1.05	026 1.50	14
08 1.15 010 1.85	6 2.00	501 1.15 100095	080 2.25	18
012 1.00	Pitchers & Bowls. 100\$1,55	1010 1.00	032 2.50 80 1.25	Steamers. 7
021	200	1020 1.15 1030 1.25	100 1.50	8 1.85
041	Dinner Plates.	1040 1.40	160 2.25	Tea Steepers.
061 1.10	19\$ .25	2000 1.00	200 2.75 801 1.40	2\$ .50
081 1.40 0101 1.65	21	2010 1.10 2020 1.20	1001 1.75	8
0121 1.85	Pie Plates. 27\$ .20	2080 1.85	1201 2.00 1601 2.50	140\$ .15
Comb. Dbl Sauce Pans.	28 <b>20</b>	2040 1.45 2050 1.65	2001 8.00	Gravy Strainers.
1\$1.50	29	Fireless Cooker Pots	Covered Stove Pots. 706\$1.25	2\$ .85 Jelly Strainers.
11 1.75 Comb. Triple Sauce	81	420\$ .85	707 1.50	20\$ .80
Pans.	4080	820 1.15	708 2.00	Cake Turners. 13\$ .15
10\$2.25 101 3.50	Lebanon Pie Plates.	1420 1.25 1620 1.60	7061 1.50	14
Sance Pans.	47\$ .25	1820 1.90	7071 1.75 7081 2.25	Female Urinals.
162\$ .55 16860	48	450 1.15 650 1.55	7091 2.75 Soup Stock Pots.	1\$2.00 Male Urinals.
164	50	850 1.85		2\$1.85
PIPE FITTINGS-	% % % 1 1%	Unions, 11/2 2 Unions,	black .18 .22	.25 .80 .35 .45 .60 .75
Bushings, black .06	.06 .06 .07 .08 .10	.12 .18 NIPPLES	-Right Hand.	.35 .40 .50 .70 .90 1.25
Bushings, galv10 Caps, black .08	.10 .10 .18 .16 .18 .08 .08 .13 .16 .25			81/2 4 5 6 7 8 .06 .07 .08 .10 .12 .15
Caps, galv10	.10 .18 .18 .25 .45	.55 .75 1/6, gs	ilv06 .11 .11	11 12 14 18 10 00
Couplings, black .07 Couplings, galv08	.08 .10 .13 .16 .22 .11 .13 .18 .25 .32	.26 .36 ¼, bl. .42 .50 ¼ ga	ack .04 .06 .06 . lv06 .11 .11	.06 .07 .08 .10 .12 .15 .11 .12 .14 .16 .18 .22 .06 .07 .08 .10 .12 .15 .11 .12 .14 .16 .18 .23 .07 .08 .10 .12 .14 .16
Crosses, black	.19 .27 .38 .60 .65	.75 1.25 %, bl	ack .04 .06 .06	.11 .12 .14 .16 .18 .22 .06 .07 .08 .10 .12 .15 .11 .12 .14 .16 .18 .22
Crosses, galv Elbows, black .08	.25 .38 .55 .85 1.00 .10 .13 .15 .20 .30	1.40 2.10 %, go .36 .60 %, bl	alv06 .11 .11 ack .05 .07 .07	.11 .12 .14 .16 .18 .22 .07 .08 .10 .12 .14 .16
Elbows, gaiv10	.15 .18 .20 .30 .50 .10 .13 .15 .25 .50	.60 1.00 ½, ga .60 .80 ½, bl	lv06 .11 .11 ack .06 .09 .09	11 .18 .16 .18 .22 .26 .09 .09 .11 .13 .17 .18 .14 .14 .18 .21 .25 .82 .18 .13 .15 .18 .28 .25
45 deg. Elbows, blk .08 galv10	.15 .18 .25 .43 .75	.60 .80 %, bi	NV08 .14 .14 k .08 .18 .18	.14 .14 .18 .21 .25 .82 .18 .13 .15 .18 .28 .25
St. Elbows, black .07 St. Elbows, galv10	.10 .15 .25 .28 .38 .15 .22 .38 .40 .57		.11 .19 .19	07 08 10 12 14 16 11 18 16 18 22 26 09 09 11 13 17 18 14 14 18 21 25 32 18 13 15 18 28 25 19 19 24 28 34 38
Floor Flanges, black	30 .36 .42 .55	80 85 14. bl	ack .11 .11 .17	
Lock Nuts, black .04 Lock Nuts, galv05	.06 .07 .13 .19 .25 .07 .10 .20 .28 .37		ack .15 .18 .20 .	.29 .29 .82 .88 .45 .52 .20 .20 .25 .29 .86 .40
Plugs, black .04	.04 .04 .06 .07 .08	.11 .18 1½, g	siv21 .21 .35	.85 .85 .89 .46 .54 .60
Reducers, black .10 Reducers, galv13	.10 .12 .17 .26 .30 .13 .17 .25 .38 .45		k .18 .18 .27 .27 .27 .47	.27 .27 .82 .88 .50 .54 .47 .47 .52 .61 .68 .75
Return Bends, blk	.25 .28 .38 .65 .80	.95 1.35 FIXTURE	S-Grindstone-Auto:	01. \$1.50: 02. \$2.50. Com-
Close— Return Bends, blk	.27 .32 .40 .70 .90	1.10 1.55 Heavy:	15, 75c; 17, 85c; 19 17, \$1.00. Extra Sh	), \$1.00; 21, \$1.25. Am. hafts, 15-inch, 25c; 17-inch
Medium-		asc. E	Extra Cranks, 25c. GHTS— Ever-ready—Co	
Return Bends, blk Open—		No. 696	1 each\$ .75	No. 2619 each 1.70
Tees, black .10 Tees, galv .13	.15 .16 .17 .24 .39 .22 .25 .27 .37 .65	.50 .82 No. 696	2 each 1.00 1 each 1.25	No. 2616 each 1.50 No. 2630 each 1.25
	00	110, 100		



No. 2604 each 1.20	No. 2688 each 2.40	Peavey-	Plain Bent Hay-
No. 2681 each 1.50	No. 2684 each 2.00	Maple, 2 1/4 x 4 50	41/2 foot
No. 2682 each 1.75	No. 2659 each 8.00	Maple, 41/4	5 foot
Kwik-lite Flashlights, Complet Fibre Tubulars	e with Battery-	Maple, 21/2 x 41/4	Plain Manure-
Fibre Tubulars	6241 Reg. 2-cell 1.50	Maple, 5	4 foot
No. Each 5220 Baby 2-cell\$1.00	6348 Reg. 3-cell 1.75	Maple, 5	41/2
5221 Reg. 2-cell 1.20	6249 Miners' 2-cell 2.00 6851 Miners' 8-cell2.40	Maple, 8x580	Strap Header— 4 foot
5823 Reg R-cell 140	Metal Vest Pocket	Pick-Drift	41/2 foot
5229 Miners' 2-cell., 1.50	8475 2-cell (Vest) 1.00 8577 8-cell (Vest) 1.20 8579 8-cell (Coat) 1.70	No. 1, each	5 foot
2881 WIDELS, 8-00HT 1'40	8577 8-cell (Vest) 1.20	No. 2, each	51/2 foot 1.00
Metal Tubulars	8579 8-cell (Coat) 1.70	Disston No. 7, each85	X Strap Manure-
6240 Baby 2-cell 1.25	-1-11-1-1 Th. 44-1-1-1	Disston No. 850	4 foot
Kwik-lite Seamless Cell Fla	Shiight Batteries-	Disston No. 1265	4 1/2 foot
No. 1203 2-cell Baby Tubula. No. 1202 2-cell Reg. Tubular. No. 1301 3-cell Reg. Tubular.	80	Sledge	Hoe-
No. 1301 3-cell Reg. Tubular.		Shaved, 80-inch, each85	Ivanhoe, 41/2 foot50
No. 1204 2-cell Penlite		Oval, 80-inch	Mortar
No. 1206 2-cell Vest Pocket		No. 112 Disston\$ .65	Planter, 4½ ft60
No. 1207 2-cell Vest Pocket		No. 113 Disston60	Rake
No. 1308 3-cell Vest Pocket No. 1309 8-cell Coat Pocket		No. 114 Disston 1.85	X, 6 foot
		No. 120 Disston 1.50	Long Shovel XX70
FLATTERS—Blacksmith—2-in., \$1.20; 8 1/2-in., \$1.45; 4-in., \$2	150; 27g-111., 900; 2-111.,	Reversible Guard, Simonds 1.25	Long Spade XX
FROES Special Each, 12-in.,		No. 6 Simonds 1.00	D Handles
\$2.00. Common-Each, 12-in	\$1.25; 14-in., \$1.85; 16-in.,	No. 24 Atkins 1.00	
\$1.50.	V , 2 , V , , ,	One man, sup25	
FURNACES—(See Pots)		HATCHETS-	Double Bevel)
FORGES-No. 150 Chicago, \$9.7	5: No. 151 Chicago, \$11.25.	Lath, 1 Plumb \$ .85	8 White 2.00
GATES-Molasses-	Stebbins Perf.	Lath, 2 Plumb 1.00	7 White
2		Underhill Regular 2.25 Underhill Boston Pat. 2.50	6 White 2.85 5 White 2.85
3	50 1 1.00	Underhill, St. Paul 2.50	4 White 2.75
4		141 Sayre 2.00	Claw 1 Plumb 1.85
5		140 Sayre 1.75	Claw 2 Plumb 1.40
6		Flooring, 1 Plumb 1.75	Claw 8 Plumb 1.50
GARBAGE CANS—(See Cans)		White	Shingling 1 Plumb 1.20 Shingling 2 Plumb 1.25
GLASSES-		Broad 2 Plumb 1.75	Shingling a Plumb 1.80
Ground Level-	Proved Level-	Broad 8 Plumb 2.00	Shingling 3 Plumb 1.30 Half, 1 Plumb 1.25
1%	1%	Broad 4 Plumb 2.25	Half, 2 Plumb 1.80
2	21/2	Broad 5 Plumb 2.50	Barrel or Fruit Boxes—
3	8	Bench-(Single or	Sayre 400 1.65 Sayre 401 1.50
3 1/2	8 1/2	TITNOMO A DIMMO (Gamero Te	
Gauge Glasses 40% off list.		HINGES & BUTTS (Screws In No. 900 Lt. Strap Hinges.	4x4-in50 .55
GLUE—Dry—X. X. White, 85c 60c lb. Lepage's—Each, 1 cs. ½ pint, 40c; pint, 60c; quar lon, \$3.00. Imperial—Same as	lb.; White, 70c lb.; Dark,	Pr. Ds. Pr.	4½x4½-in
60c lb. Lepage's—Each, 1 oz.	.,10c; ½ gill, 15c; gill, 25c;	8-inch\$ .20 \$ 1.75	
on \$2.00 Imperial Game as	, \$1.00; 35 Egr., \$1.12; Egr.	4-inch25 2.10	5½x5½-in 1.25 1.85
GPADUITTE Plake nor ib 75e	Lepage's.	5-inch80 2.15	No. 788.
GRAPHITE—Flake per lb, 75c.		5-inch80 2.15 6-inch85 2.90	No. 788. 2½x2½-in\$ .40 \$ .45
GRAPHITE—Flake per lb, 75c. GRINDERS—Carb. & all 1st Gra	ade-No. 1, 4-in., \$4.00; No.	5-inch80 2.15 6-inch85 2.90 No. 985 Cor. Strap Hgs.	No. 788. 2½x2½-in\$ .40 \$ .45 8x8-in4045
GRAPHITE—Flake per lb, 75c. GRINDERS—Carb. & all 1st Gr. 2, 5-in., \$5.50; No. 8, 6-in., \$	ade—No. 1, 4-in., \$4.00; No. 17.50; No. 4, 7-in., \$10.50.	5-inch80 2.15 6-inch85 2.90 No. 985 Cor. Strap Hgs. Pr. Ds. Pr.	No. 738. 2½x2½-in \$ .40 \$ .45 8x3-in40 .45 8½x3½-in40 .45
GRAPHITE—Flake per lb, 75c. GRINDERS—Carb. & all 1st Gr. 2, 5-in., \$5.50; No. 8, 6-in., \$	ade—No. 1, 4-in., \$4.00; No. 17.50; No. 4, 7-in., \$10.50.	5-inch80 2.15 6-inch85 2.90 No. 985 Cor. Strap Hgs. Pr. Ds. Pr. 4-inch \$25 \$2.40 5-inch85	No. 788. 2½x2½-in \$ .40 \$ .45 8½x3½-in40 .45 8½x3½-in40 .45 4x4-in50 .55 4¼x4½-in75 .85
GRAPHITE—Flake per lb, 75c. GRINDERS—Carb. & all 1st Gr. 2, 5-in., \$5.50; No. 8, 6-in., \$ GRINDSTONES—Mounted. Woo. No. 2, \$8.50 each. Angle, St ular, Steel Frame, \$9.00 each;	ade—No. 1, 4-in., \$4.00; No. 17.50; No. 4, 7-in., \$10.50. d Frame, No. 1, \$8.00 each; eel Frame, \$8.50 each; Tab-Harvest King, Power, \$12.50	5-inch80 2.15 6-inch85 2.90 No. 935 Cor. Strap Hgs. Pr. Ds. Pr. 4-inch8 2.5 2.40 5-inch85 8.75 6-inch40 4.00	No. 788. 2½x2½-in \$ .40 \$ .45 8½x3½-in40 .45 8½x3½-in40 .45 4x4-in50 .55 4¼x4½-in75 .85
GRAPHITE—Flake per lb, 75c. GRINDERS—Carb. & all 1st Gra	ade—No. 1, 4-in., \$4.00; No. 17.50; No. 4, 7-in., \$10.50. d Frame, No. 1, \$8.00 each; eel Frame, \$8.50 each; Tab-Harvest King, Power, \$12.50	5-inch80 2.15 6-inch85 2.90 No. 985 Cor. Strap Hgs. Pr. Ds. Pr. 4-inch85 2.40 5-inch35 3.75 6-inch40 4.00 8-inch60 5.60	No. 788.  2½ x2½-in 40
GRAPHITE—Flake per lb, 75c. GRINDERS—Carb. & all 1st Gr: 2, 5-in., \$5.50; No. 8, 6-in., \$ GRINDSTONES—Mounted. Woo No. 2, \$8.50 each. Angle, St ular, Steel Frame, \$9.00 each; each; Loose, 4c per lb. Fixt GAUGES—Butt—	ade—No. 1, 4-in., \$4.00; No. 17.50; No. 4, 7-in., \$10.50. d Frame, No. 1, \$8.00 each; eel Frame, \$8.50 each; Tab-Harvest King, Power, \$12.50 tures (See Fixtures).	5-inch80 2.15 6-inch85 2.90 No. 985 Cor. Strap Hgs. Pr. Ds. Pr. 4-inch825 2.40 5-inch85 8.75 6-inch40 4.00 8-inch60 5.60 10-inch90 9.50	No. 788.  2½ x2½:1
GRAPHITE—Flake per lb, 75c. GRINDERS—Carb. & all 1st Gr. 2, 5-in., \$5.50; No. 8, 6-in., \$ GRINDSTONES—Mounted. Woo No. 2, \$8.50 each. Angle, St ular, Steel Frame, \$\$0.00 each; each; Loose, 4c per lb. Fixt GAUGES—Butt— No. 93\$1.15	ade—No. 1, 4-in., \$4.00; No. 17.50; No. 4, 7-in., \$10.50. d Frame, No. 1, \$8.00 each; eel Frame, \$8.50 each; Tab-Harvest King, Power, \$12.50 ures (See Fixtures).	5-inch80 2.15 6-inch85 2.90 No. 935 Cor. Strap Hgs. Pr. Ds. Pr. 4-inch \$.25 \$ 2.40 5-inch85 8.75 6-inch40 4.00 8-inch60 5.60 10-inch90 9.50 12-inch 1.35 13.00	No. 788.  2½ x2½-in
GRAPHITE—Flake per lb, 75c. GRINDERS—Carb. & all 1st Gr. 2, 5-in., \$5.50; No. 8, 6-in., \$ GRINDSTONES—Mounted. Wood No. 2, \$8.50 each. Angle, St ular, Steel Frame, \$9.00 each; each; Loose, 4c per lb. Fixt GAUGES—Butt— No. 98\$1.15 No. 94	ade—No. 1, 4-in., \$4.00; No. 17.50; No. 4, 7-in., \$10.50. d Frame, No. 1, \$8.00 each; eel Frame, \$8.50 each; Tab-Harvest King, Power, \$12.50 ures (See Fixtures).  No. 71	5-inch80 2.15 6-inch85 2.90 No. 935 Cor. Strap Hgs. Pr. Ds. Pr. 4-inch \$.25 \$ 2.40 5-inch85 8.75 6-inch40 4.00 8-inch60 5.60 10-inch90 9.50 12-inch135 13.00 No. 904 Lt. Tee Hinges. Pr. Ds. Pr.	No. 788.  2½x2½-in \$ .40 \$ .45  8½x8-in40 .45  8½x8½-in40 .45  4x4-in50 .55  4½x1½-in75 .85  5x5-in 1.00 1.10  5½x5½-in 1.25 1.85  6x6-in 1.40 1.50  No. 241 F&D2.  2½x2½-in. \$ .40 \$ .45  8x5-in40 .45
GRAPHITE—Flake per lb, 75c. GRINDERS—Carb. & all 1st Gr. 2, 5-in., \$5.50; No. 8, 6-in., \$ GRINDSTONES—Mounted. Wood No. 2, \$8.50 each. Angle, St ular, Steel Frame, \$9.00 each; each; Loose, 4c per lb. Fixt GAUGES—Butt— No. 98\$1.15 No. 94	ade—No. 1, 4-in., \$4.00; No. 17.50; No. 4, 7-in., \$10.50.  d Frame, No. 1, \$8.00 each; Tab-Harvest King, Power, \$12.50 ures (See Fixtures).  No. 71	5-inch80 2.15 6-inch85 2.90 No. 985 Cor. Strap Hrs. Pr. Ds. Pr. 4-inch 25 2.40 5-inch85 8.75 6-inch40 4.00 8-inch60 5.80 10-inch90 9.50 12-inch 1.85 18.00 No. 904 Lt. Tee Hinges. Pr. Ds. Pr. 8-inch 3 1.5 8 1.75	No. 788.  2½ x2½-in 40
GRAPHITE—Flake per lb, 75c. GRINDERS—Carb. & all 1st Gr. 2, 5-in., \$5.50; No. 8, 6-in., \$ GRINDSTONES—Mounted. Woo No. 2, \$8.50 each. Angle, St ular, Steel Frame, \$9.00 each; each; Loose, 4c per lb. Fixt GAUGES—Butt— No. 98	ade—No. 1, 4-in., \$4.00; No. 17.50; No. 4, 7-in., \$10.50. d Frame, No. 1, \$8.00 each; eel Frame, \$8.50 each; Tab-Harvest King, Power, \$12.50 ures (See Fixtures).  No. 71	5-inch80 2.15 6-inch85 2.90 No. 985 Cor. Strap Hgs. Pr. Ds. Pr. 4-inch25 \$ 2.40 5-inch35 3.75 6-inch40 4.00 8-inch60 5.60 10-inch90 9.50 12-inch135 13.00 No. 904 Lt. Tee Hinges. Pr. Bs. Pr. 8-inch3.15 \$ 1.75 4-inch20 1.90	No. 788.  2½x2½-in
GRAPHITE—Flake per lb, 75c. GRINDERS—Carb. & all 1st Gr. 2, 5-in., \$5.50; No. 8, 6-in., \$ GRINDSTONES—Mounted. Woo No. 2, \$8.50 each. Angle, St ular, Steel Frame, \$\$0.00 each; each; Loose, 4c per lb. Fixt GAUGES—Butt— No. 93	Ade—No. 1, 4-in., \$4.00; No. 17.50; No. 4, 7-in., \$10.50.  d Frame, No. 1, \$8.00 each; eel Frame, \$8.50 each; Tab-Harvest King, Power, \$12.50 ares (See Fixtures).  No. 71	5-inch80 2.15 6-inch85 2.90 No. 935 Cor. Strap Hgs. Pr. Ds. Pr. 4-inch \$.25 \$2.40 5-inch85 8.75 6-inch40 4.00 8-inch60 5.60 10-inch90 9.50 12-inch 1.85 18.00 No. 904 Lt. Tee Hinges. Pr. Ds. Pr. 8-inch \$.15 \$1.75 4-inch20 1.90 5-inch20 2.10	No. 788.  2½x2½:1
GRAPHITE—Flake per lb, 75c. GRINDERS—Carb. & all 1st Gr. 2, 5-in., \$5.50; No. 8, 6-in., \$ GRINDSTONES—Mounted. Woo No. 2, \$8.50 each. Angle, St ular, Steel Frame, \$9.00 each; each; Loose, 4c per lb. Fixt GAUGES—Butt— No. 98	ade—No. 1, 4-in., \$4.00; No. 17.50; No. 4, 7-in., \$10.50. d Frame, No. 1, \$8.00 each; eel Frame, \$8.50 each; Tab-Harvest King, Power, \$12.50 ures (See Fixtures).  No. 71	5-inch80 2.15 6-inch85 2.90 No. 985 Cor. Strap Hrs. Pr. Ds. Pr. 4-inch85 2.40 5-inch85 8.75 6-inch40 4.00 8-inch60 5.80 10-inch90 9.50 12-inch 1.85 18.00 No. 904 Lt. Tee Hinges. Pr. Ds. Pr. 8-inch20 1.90 5-inch20 2.10 6-inch25 2.40	No. 788.  2½ x2½·in
GRAPHITE—Flake per lb, 75c. GRINDERS—Carb. & all 1st Gr. 2, 5-in., \$5.50; No. 8, 6-in., \$ GRINDSTONES—Mounted. Woo No. 2, \$8.50 each. Angle, St ular, Steel Frame, \$9.00 each; each; Loose, 4c per lb. Fixt GAUGES—Butt— No. 98	Ade—No. 1, 4-in., \$4.00; No. 17.50; No. 4, 7-in., \$10.50.  d Frame, No. 1, \$8.00 each; eel Frame, \$8.50 each; Tab-Harvest King, Power, \$12.50 ares (See Fixtures).  No. 71	5-inch80 2.15 6-inch85 2.90 No. 985 Cor. Strap Hrs. Pr. Dr. Pr. 4-inch85 2.40 5-inch85 8.75 6-inch40 4.00 8-inch60 5.60 10-inch90 9.50 12-inch 1.85 18.00 No. 904 Lt. Tee Hinges. Pr. Ds. Pr. 8-inch20 1.90 5-inch20 1.90 5-inch20 2.10 6-inch25 2.40 No. 987 Cor. Tee Hinges. Pr. Ds. Pr.	No. 788.  2½ x2½-in. \$ 40 \$ .45  8x5-in40 .45  4x4-in50 .55  4½ x4½-in100 1.10  5½ x5½-in. 1.25 1.85  6x6-in 1.40 1.50  No. 241 F&D2.  2½ x2½-in. \$ 40 \$ .45  8x5-in40 .45  8x5-in40 .45  8x5-in40 .45  4x4-in55 .65  4½ x4½-in80 .95  5x6-in 1.00 1.20  5½ x5½-in. 1.80 1.50  6x6-in 1.50 1.65
GRAPHITE—Flake per lb, 75c. GRINDERS—Carb. & all 1st Gr. 2, 5-in., \$5.50; No. 8, 6-in., \$ GRINDSTONES—Mounted. Woo. No. 2, \$8.50 each. Angle, St ular, Steel Frame, \$\$0.00 each; each; Loose, 4c per lb. Fixt GAUGES—Butt— No. 93	Ade—No. 1, 4-in., \$4.00; No. 17.50; No. 4, 7-in., \$10.50.  d Frame, No. 1, \$8.00 each; eel Frame, \$8.50 each; Tab-Harvest King, Power, \$12.50 ures (See Fixtures).  No. 71	5-inch80 2.15 6-inch85 2.90 No. 985 Cor. Strap Hrs. Pr. Ds. Pr. 4-inch 25 2.40 5-inch85 3.75 6-inch40 4.00 8-inch60 5.60 10-inch90 9.50 12-inch 1.85 13.00 No. 904 Lt. Tee Hinges. Pr. Ds. Pr. 8-inch 215 1.76 4-inch 20 1.90 5-inch 220 2.10 6-inch25 2.40 No. 987 Cor. Tee Hinges. Pr. Ds. Fr. 4-inch835 8.00	No. 788.  2½ x2½-in
GRAPHITE—Flake per lb, 75c. GRINDERS—Carb. & all 1st Gr. 2, 5-in., \$5.50; No. 8, 6-in., \$ GRINDSTONES—Mounted. Woo No. 2, \$8.50 each. Angle, St ular, Steel Frame, \$9.00 each; each; Loose, 4c per lb. Fixt GAUGES—Butt— No. 93	Ade—No. 1, 4-in., \$4.00; No. 17.50; No. 4, 7-in., \$10.50.  d Frame, No. 1, \$8.00 each; eel Frame, \$8.50 each; Tab-Harvest King, Power, \$12.50 ares (See Fixtures).  No. 71	5-inch80 2.15 6-inch85 2.90 No. 935 Cor. Strap Hgs. Pr. Ds. Pr. 4-inch 2.5 2.40 5-inch85 8.75 6-inch40 4.00 8-inch60 5.60 10-inch90 9.50 12-inch 1.35 13.00 No. 904 Lt. Tee Hinges. Pr. Ds. Pr. 3-inch 20 1.90 5-inch 20 2.10 6-inch 20 2.10 6-inch 25 3.40 No. 987 Cor. Tee Hinges. Pr. Ds. Pr. 4-inch 3.85 8.00 5-inch40 8.40	No. 788.  2½ x2½-in 40
GRAPHITE—Flake per lb, 75c. GRINDERS—Carb. & all 1st Gr. 2, 5-in., \$5.50; No. 8, 6-in., \$ GRINDSTONES—Mounted. Woo No. 2, \$8.50 each. Angle, St ular, Steel Frame, \$9.00 each; each; Loose, 4c per lb. Fixt GAUGES—Butt— No. 93	Ade—No. 1, 4-in., \$4.00; No. 17.50; No. 4, 7-in., \$10.50.  d Frame, No. 1, \$8.00 each; eel Frame, \$8.50 each; Tab-Harvest King, Power, \$12.50 ures (See Fixtures).  No. 71	5-inch80 2.15 6-inch85 2.90 No. 935 Cor. Strap Hgs. Pr. Ds. Pr. 4-inch 25 2.40 5-inch 35 8.75 6-inch 40 4.00 8-inch 60 5.60 10-inch 90 9.50 12-inch 1.35 13.00 No. 904 Lt. Tee Hinges. Pr. Ds. Pr. 8-inch 20 1.90 5-inch 20 1.90 5-inch 20 1.90 6-inch 25 3.40 No. 987 Cor. Tee Hinges. Pr. Ds. Pr. 4-inch 35 3 8.00 5-inch 40 8.40 6-inch 60 5.00 8-inch 75 8.00	No. 788.  2½ x2½·in. \$ 40 \$ .45  8x8·in40 .45  4x4·in50 .55  4½ x4½·in100  5½ x5½·in1.05  No. 241 F&D2.  2½ x2½·in. \$ 40 \$ .45  8x8·in40 .45  8x8·in40 .45  8x8·in1.00 .1.50  No. 241 F&D2.  2½ x2½·in40 .45  8x8·in40 .45  8x8·in40 .45  8x8·in40 .45  8x8·in50 .65  4x4×4½·in80 .95  5x5·in1.00 .1.20  5½ x5½·in1.80 .1.50  6x6·in1.50 .1.65  No. 241 SF 2.  Cont24  2½ x2½·in45  8x8·in45  8x8·in45  8x8·in45  8x8·in45  8x8·in45  8x8·in45
GRAPHITE—Flake per lb, 75c. GRINDERS—Carb. & all 1st Gr. 2, 5-in., \$5.50; No. 8, 6-in., \$ GRINDSTONES—Mounted. Woo No. 2, \$8.50 each. Angle, St ular, Steel Frame, \$9.00 each; each; Loose, 4c per lb. Fixt GAUGES—Butt— No. 98	ade—No. 1, 4-in., \$4.00; No. 17.50; No. 4, 7-in., \$10.50. d Frame, No. 1, \$8.00 each; eel Frame, \$8.50 each; Tabures (See Fixtures).  No. 71	5-inch80 2.15 6-inch85 2.90 No. 935 Cor. Strap Hgs. Pr. Ds. Pr. 4-inch85 2.40 5-inch85 8.75 6-inch40 4.00 8-inch60 5.60 10-inch90 9.50 12-inch 1.35 18.00 No. 904 Lt. Tee Hinges. Pr. Ds. Pr. 8-inch20 1.90 5-inch20 2.10 6-inch25 3.40 No. 987 Cor. Tee Hinges. Pr. Ds. Pr. 4-inch25 3.40 No. 987 Cor. Tee Hinges. Pr. Ds. Pr. 4-inch25 3.40 No. 987 Cor. Tee Hinges. Pr. Ds. Pr. 4-inch25 3.40 Sinch26 3.40 Sinch26 3.40 Sinch27 3.40 Sinch28 3.5 8.00 5-inch40 8.40 6-inch60 5.00 8-inch75 8.00	No. 788.  2½ x2½-in. \$ 40 \$ .45  8x5-in40 .45  4x4-in50 .55  6x5-in 1.00 1.10  5½ x5½-in 1.25 1.85  6x5-in40 .45  8x5-in40 .45  8x5-in55 .65  6x5-in1.00 1.20  5½ x5½-in 1.80 1.50  6x6-in1.50 1.65  No. 241 8F 2.  Cont. Ret8x5-in45 .50  8x5-in45 .50  8x5-in45 .50  8x5-in55 .55
GRAPHITE—Flake per lb, 75c. GRINDERS—Carb. & all 1st Gr. 2, 5-in., \$5.50; No. 8, 6-in., \$ GRINDSTONES—Mounted. Woo No. 2, \$8.50 each. Angle, St ular, Steel Frame, \$\$0.00 each; each; Loose, 4c per lb. Fixt GAUGES—Butt— No. 93	Ade—No. 1, 4-in., \$4.00; No. 17.50; No. 4, 7-in., \$10.50.  d Frame, No. 1, \$8.00 each; eel Frame, \$8.50 each; Tab-Harvest King, Power, \$12.50 ares (See Fixtures).  No. 71	5-inch80 2.15 6-inch85 2.90 No. 985 Cor. Strap Hrs. Pr. Ds. Pr. 4-inch85 2.40 5-inch85 8.75 6-inch40 4.00 8-inch60 5.80 10-inch90 9.50 12-inch 1.85 13.00 No. 904 Lt. Tee Hinges. Pr. Ds. Pr. 8-inch20 1.90 5-inch20 2.10 6-inch25 3.40 No. 987 Cor. Tee Hinges. Pr. Ds. Pr. 4-inch25 3.40 No. 987 Cor. Tee Hinges. Pr. 4-inch25 3.40 No. 987 Cor. Tee Hinges. Pr. 4-inch25 3.40 No. 987 Cor. Tee Hinges. Pr. 4-inch25 3.00 5-inch40 3.40 6-inch60 5.00 8-inch75 8.00 10-inch 120 12.75	No. 788.  2½ x2½-in. \$ 40 \$ .45  8x5-in40 .45  4x4-in50 .55  6x5-in 1.00 1.10  5½ x5½-in 1.25 1.85  6x5-in40 .45  8x5-in40 .45  8x5-in55 .65  6x5-in1.00 1.20  5½ x5½-in 1.80 1.50  6x6-in1.50 1.65  No. 241 8F 2.  Cont. Ret8x5-in45 .50  8x5-in45 .50  8x5-in45 .50  8x5-in55 .55
GRAPHITE—Flake per lb, 75c. GRINDERS—Carb. & all 1st Gr. 2, 5-in., \$5.50; No. 8, 6-in., \$ GRINDSTONES—Mounted. Woo No. 2, \$8.50 each. Angle, St ular, Steel Frame, \$9.00 each; each; Loose, 4c per lb. Fixt GAUGES—Butt— No. 93	Ade—No. 1, 4-in., \$4.00; No. 17.50; No. 4, 7-in., \$10.50.  d Frame, No. 1, \$8.00 each; eel Frame, \$8.50 each; Tab-Harvest King, Power, \$12.50 ares (See Fixtures).  No. 71	5-inch	No. 788.  2½ x2½-in. \$ 40 \$ .45  8x5-in40 .45  4x4-in50 .55  4½ x4½-in1.00 1.10  5½ x5½-in1.25 1.85  6x6-in1.40 1.50  No. 241 F&D2.  2½ x2½-in. \$ 40 \$ .45  8x5-in40 .45  8x5-in55 .65  4x4-in55 .65  5x5-in1.30 1.50  No. 241 SF 2.  No. 241 SF 2.  No. 241 SF 3.  No. 241 SF 3.  3½ x2½-in45  8x5-in45  8x5-in50 .55  8x5-in50 .55  8x5-in50 .55  4x4-in50 .55  4x4-in50 .55  4x4-in50 .55  4x4-in50 .55  4x4-in50 .55
GRAPHITE—Flake per lb, 75c. GRINDERS—Carb. & all 1st Gr. 2, 5-in., \$5.50; No. 8, 6-in., \$ GRINDSTONES—Mounted. Woo No. 2, \$8.50 each. Angle, St ular, Steel Frame, \$9.00 each; each; Loose, 4c per lb. Fixt GAUGES—Butt— No. 93	Ade—No. 1, 4-in., \$4.00; No. 17.50; No. 4, 7-in., \$10.50.  d Frame, No. 1, \$8.00 each; eel Frame, \$8.50 each; Tab-Harvest King, Power, \$12.50 ures (See Fixtures).  No. 71	5-inch80 2.15 6-inch85 2.90 No. 935 Cor. Strap Hrs. Pr. Dr. Pr. 4-inch85 2.40 5-inch85 8.75 6-inch40 4.00 8-inch60 5.60 10-inch90 9.50 12-inch 1.35 13.00 No. 904 Lt. Tee Hinges. Pr. Ds. Pr. 8-inch20 1.90 5-inch20 1.90 5-inch20 2.10 6-inch25 3.40 No. 987 Cor. Tee Hinges. Pr. Ds. Pr. 4-inch835 \$ 3.00 5-inch40 8.40 6-inch60 5.00 8-inch75 8.00 10-inch120 12.75 12-inch 1.75 17.00 No. 888 Butts. Pr. Dr. Pr.	No. 788.  2½ x2½-in. \$ 40 \$ .45  8x5-in40 .45  4x4-in50 .55  4½ x4½-in1.00 1.10  5½ x5½-in1.25 1.85  6x6-in1.40 1.50  No. 241 F&D2.  2½ x2½-in. \$ 40 \$ .45  8x5-in40 .45  8x5-in55 .65  4x4-in55 .65  5x5-in1.30 1.50  No. 241 SF 2.  No. 241 SF 2.  No. 241 SF 3.  No. 241 SF 3.  3½ x2½-in45  8x5-in45  8x5-in50 .55  8x5-in50 .55  8x5-in50 .55  4x4-in50 .55  4x4-in50 .55  4x4-in50 .55  4x4-in50 .55  4x4-in50 .55
GRAPHITE—Flake per lb, 75c. GRINDERS—Carb. & all 1st Gr. 2, 5-in., \$5.50; No. 8, 6-in., \$ GRINDSTONES—Mounted. Woo No. 2, \$8.50 each. Angle, St ular, Steel Frame, \$9.00 each; each; Loose, 4c per lb. Fixt GAUGES—Butt— No. 93	Ade—No. 1, 4-in., \$4.00; No. 17.50; No. 4, 7-in., \$10.50.  d Frame, No. 1, \$8.00 each; Tabeler Frame, \$8.50 each; Tabeler Frame, \$12.50 each; Tabeler Frame, \$10.00 each; \$10.00	5-inch80 2.15 6-inch85 2.90 No. 935 Cor. Strap Hrs. Pr. Dr. Pr. 4-inch85 2.5 2.40 5-inch85 8.75 6-inch40 4.00 8-inch60 5.60 10-inch90 9.50 12-inch 1.35 13.00 No. 904 Lt. Tee Hinges. Pr. Ds. Pr. 8-inch 20 1.90 5-inch 20 2.10 6-inch25 3.40 No. 987 Cor. Tee Hinges. Pr. Ds. Pr. 4-inch25 3.40 No. 987 Cor. Tee Hinges. Pr. Ds. Pr. 5-inch40 8.40 6-inch60 8.00 8-inch60 8.00 8-inch75 8.00 10-inch 1.20 12.75 12-inch 1.75 17.00 No. 888 Butts. Pr. Dz. Pr. 3-inch10 \$.75 1-inch10 \$.75	No. 788.  2½ x2½-in. \$ 40 \$ .45  8x5-in40 .45  4x4-in50 .55  4½ x4½-in1.00 1.10  5½ x5½-in1.25 1.85  6x6-in1.40 .45  8x5-in40 .45  8x5-in1.50 1.50  5x5-in1.50 1.50  No. 241 SF 2.  No. 241 SF 2.  8x5-in45  8x5-in45  8x5-in50 .55  4x4-in60 .65  4x4-in60 .65  4x4-in60 .65  4x4-in60 .65  4x4-in85 .95  5x5-in1.05 1.15  5x5-in1.05 1.15  No. 241 H&N.
GRAPHITE—Flake per lb, 75c. GRINDERS—Carb. & all 1st Gr. 2, 5-in., \$5.50; No. 8, 6-in., \$ GRINDSTONES—Mounted. Woo No. 2, \$8.50 each. Angle, St ular, Steel Frame, \$9.00 each; each; Loose, 4c per lb. Fixt GAUGES—Butt— No. 93	Ade—No. 1, 4-in., \$4.00; No. 17.50; No. 4, 7-in., \$10.50.  d Frame, No. 1, \$8.00 each; Tabeler Frame, \$8.50 each; Tabeler Frame, \$12.50 each; Tabeler Frame, \$10.00 each; \$10.00	5-inch80 2.15 6-inch85 2.90 No. 935 Cor. Strap Hrs. Pr. Dr. Pr. 4-inch85 2.5 2.40 5-inch85 8.75 6-inch40 4.00 8-inch60 5.60 10-inch90 9.50 12-inch 1.35 13.00 No. 904 Lt. Tee Hinges. Pr. Ds. Pr. 8-inch 20 1.90 5-inch 20 2.10 6-inch25 3.40 No. 987 Cor. Tee Hinges. Pr. Ds. Pr. 4-inch25 3.40 No. 987 Cor. Tee Hinges. Pr. Ds. Pr. 5-inch40 8.40 6-inch60 8.00 8-inch60 8.00 8-inch75 8.00 10-inch 1.20 12.75 12-inch 1.75 17.00 No. 888 Butts. Pr. Dz. Pr. 3-inch10 \$.75 1-inch10 \$.75	No. 788.  2 ½ x2 ½-in 40
GRAPHITE—Flake per lb, 75c. GRINDERS—Carb. & all 1st Gr. 2, 5-in., \$5.50; No. 8, 6-in., \$ GRINDSTONES—Mounted. Woo No. 2, \$8.50 each. Angle, St ular, Steel Frame, \$9.00 each; each; Loose, 4c per lb. Fixt GAUGES—Butt— No. 93	Ade—No. 1, 4-in., \$4.00; No. 17.50; No. 4, 7-in., \$10.50.  d Frame, No. 1, \$8.00 each; eel Frame, \$8.50 each; Tabuston T	5-inch80 2.15 6-inch85 2.90 No. 935 Cor. Strap Hrs. Pr. Dr. Pr. 4-inch85 2.5 2.40 5-inch85 8.75 6-inch40 4.00 8-inch60 5.60 10-inch90 9.50 12-inch 1.35 13.00 No. 904 Lt. Tee Hinges. Pr. Ds. Pr. 8-inch 20 1.90 5-inch 20 2.10 6-inch25 3.40 No. 987 Cor. Tee Hinges. Pr. Ds. Pr. 4-inch25 3.40 No. 987 Cor. Tee Hinges. Pr. Ds. Pr. 5-inch40 8.40 6-inch60 8.00 8-inch60 8.00 8-inch75 8.00 10-inch 1.20 12.75 12-inch 1.75 17.00 No. 888 Butts. Pr. Dz. Pr. 3-inch10 \$.75 1-inch10 \$.75	No. 788.  2½ x2½-in
GRAPHITE—Flake per lb, 75c. GRINDERS—Carb. & all 1st Gri 2, 5-in., \$5.50; No. 8, 6-in., \$ GRINDSTONES—Mounted. Woo No. 2, \$8.50 each. Angle, St ular, Steel Frame, \$9.00 each; each; Loose, 4c per lb. Fixt GAUGES—Butt— No. 98	Ade—No. 1, 4-in., \$4.00; No. 17.50; No. 4, 7-in., \$10.50.  d Frame, No. 1, \$8.00 each; eel Frame, \$8.50 each; Tab-Harvest King, Power, \$12.50 ures (See Fixtures).  No. 71	5-inch80 2.15 6-inch85 2.90 No. 985 Cor. Strap Hrs. Pr. Dr. Pr. 4-inch85 2.40 5-inch85 8.75 6-inch85 8.75 6-inch80 5.80 10-inch90 9.50 12-inch 1.85 13.00 No. 904 Lt. Tee Hinges. Pr. Dr. Pr. 8-inch20 1.90 5-inch20 2.10 6-inch25 2.40 No. 987 Cor. Tee Hinges. Pr. Dr. Pr. 4-inch25 3.40 No. 987 Cor. Tee Hinges. Pr. Dr. Pr. 4-inch25 3.00 5-inch40 3.40 6-inch60 5.00 5-inch40 3.40 6-inch60 5.00 8-inch75 8.00 10-inch 1.20 12.75 12-inch 1.0 1.75 11-inch 10 3.51 14-inch 1095 14-inch1095 14-inch1095 14-inch1095	No. 788.  2½ x2½-in 40  3½ x3½-in 40  3½ x3½-in 40  45  4x4-in
GRAPHITE—Flake per lb, 75c. GRINDERS—Carb. & all 1st Gri 2, 5-in., \$5.50; No. 8, 6-in., \$ GRINDSTONES—Mounted. Woo No. 2, \$8.50 each. Angle, Nt ular, Steel Frame, \$9.00 each; each; Loose, 4c per lb. Fixt GAUGES—Butt— No. 98	Ade—No. 1, 4-in., \$4.00; No. 17.50; No. 4, 7-in., \$10.50.  d Frame, No. 1, \$8.00 each; Tabeler Frame, \$8.50 each; Tabeler Frame, \$8.50 each; Tabeler Frame, \$12.50 each; Tabeler Frame, \$10.50 each; \$10.50 e	5-inch80 2.15 6-inch85 2.90 No. 935 Cor. Strap Hgs. Pr. Ds. Pr. 4-inch25 2.40 5-inch85 8.75 6-inch40 4.00 8-inch60 5.60 10-inch90 9.50 12-inch135 13.00 No. 904 Lt. Tee Hinges. Pr. Ds. Pr. 3-inch20 1.90 5-inch20 2.10 6-inch20 2.10 6-inch25 2.40 No. 937 Cor. Tee Hinges. Pr. Ds. Pr. 4-inch335 8.00 5-inch40 8.40 6-inch40 8.40 6-inch75 8.00 10-inch75 17.00 No. 888 Butts. Pr. Ds. Pr. 4-inch75 17.00 No. 888 Butts. Pr. Ds. Pr. 5-inch10 3.55 1-1-inch10 3.55 1-1-inch10 3.55 1-1-inch10 3.55 1-1-inch10 3.55 1-1-inch10 3.55 1-1-inch10 1.05	No. 788.  2½ x2½-in 40  8½x3½-in 40  8½x3½-in 40  45  4x4-in 50  6x6-in 1.00  1.50  No. 241 F&D2.  2½x2½-in 40  45  44x4-in 55  55  55  1 40  45  44x4-in 40  45  44x4-in 55  55  55  1
GRAPHITE—Flake per lb, 75c. GRINDERS—Carb. & all 1st Gr. 2, 5-in., \$5.50; No. 8, 6-in., \$ GRINDSTONES—Mounted. Woo No. 2, \$8.50 each. Angle, St ular, Steel Frame, \$\$0.00 each; each; Loose, 4c per lb. Fixt GAUGES—Butt— No. 93	Ade—No. 1, 4-in., \$4.00; No. 17.50; No. 4, 7-in., \$10.50.  d Frame, No. 1, \$8.00 each; eel Frame, \$8.50 each; Tabuston T	5-inch80 2.15 6-inch85 2.90 No. 935 Cor. Strap Hgs. Pr. Ds. Pr. 4-inch25 2.40 5-inch85 8.75 6-inch40 4.00 8-inch60 5.60 10-inch90 9.50 12-inch135 13.00 No. 904 Lt. Tee Hinges. Pr. Ds. Pr. 3-inch20 1.90 5-inch20 2.10 6-inch20 2.10 6-inch25 2.40 No. 937 Cor. Tee Hinges. Pr. Ds. Pr. 4-inch335 8.00 5-inch40 8.40 6-inch40 8.40 6-inch75 8.00 10-inch75 17.00 No. 888 Butts. Pr. Ds. Pr. 4-inch75 17.00 No. 888 Butts. Pr. Ds. Pr. 5-inch10 3.55 1-1-inch10 3.55 1-1-inch10 3.55 1-1-inch10 3.55 1-1-inch10 3.55 1-1-inch10 3.55 1-1-inch10 1.05	No. 788.  2½ x2½-in. \$ 40 \$ .45  8x8-in40 .45  4x4-in50 .55  5x8-in 1.00  1.50  No. 241 F&D  No. 241 F&D  Sx8-in40  45  3x8-in40  45  3x8-in40  45  3x8-in40  1.50  No. 241 F&D  Ret.  2½ x2½-in80  95  5x6-in10  1.50  No. 241 SF  2½ x8½-in80  2½ x8½-in80  6x6-in 1.80  1.50  No. 241 SF  3½ x8½-in40  2½ x8½-in45  3½ x8½-in45  3½ x8½-in50  6x6-in150  1.50  No. 241 SF  3½ x8½-in50  55  3½ x8½-in50  55  4x4-in60  65  4½ x4½-in50  55  4x4-in50  55
GRAPHITE—Flake per lb, 75c. GRINDERS—Carb. & all 1st Gr. 2, 5-in., \$5.50; No. 8, 6-in., \$ GRINDSTONES—Mounted. Woo No. 2, \$8.50 each. Angle, St ular, Steel Frame, \$9.00 each; each; Loose, 4c per lb. Fixt GAUGES—Butt— No. 93	Ade—No. 1, 4-in., \$4.00: No. 17.50; No. 4, 7-in., \$10.50.  d Frame, No. 1, \$8.00 each; Tabellarvest King, Power, \$12.50 each; Tabellarvest King, \$12.50 each; Tabella	5-inch 80 2.15 6-inch 85 2.90 No. 935 Cor. Strap Hgs. Pr. Ds. Pr. 4-inch 25 2.40 5-inch 35 8.75 6-inch 40 4.00 8-inch 60 5.60 10-inch 90 9.50 12-inch 1.85 13.00 No. 904 Lt. Tee Hinges. Pr. B. 1.75 4-inch 20 1.90 5-inch 20 2.10 6-inch 25 2.40 No. 937 Cor. Tee Hinges. Pr. Ds. Pr. 4-inch 25 3.40 No. 937 Cor. Tee Hinges. Pr. Ds. Pr. 10-inch 25 3.00 6-inch 35 8.00 6-inch 40 3.40 6-inch 75 8.00 10-inch 75 17.00 No. 888 Butts. Pr. Dz. Pr. 4-inch 10 9.5 1-4-inch 10 1.05 1-4-inch 10 1.05 1-4-inch 10 1.05 1-4-inch 10 1.05 1-4-inch 15 1.20 2-4-inch 15 1.30 2-4-inch 15 1.30	No. 788.  2½ x2½-in
GRAPHITE—Flake per lb, 75c. GRINDERS—Carb. & all 1st Gri 2, 5-in., \$5.50; No. 8, 6-in., \$ GRINDSTONES—Mounted. Woo No. 2, \$8.50 each. Angle, St ular, Steel Frame, \$9.00 each; each; Loose, 4c per lb. Fixt GAUGES—Butt— No. 98	Ade—No. 1, 4-in., \$4.00; No. 17.50; No. 4, 7-in., \$10.50.  d Frame, No. 1, \$8.00 each; eel Frame, \$8.50 each; Tab-Harvest King, Power, \$12.50 ares (See Fixtures).  No. 71	5-inch80 2.15 6-inch85 2.90 No. 935 Cor. Strap Hrs. Pr. Dr. Pr. 4-inch85 2.40 5-inch85 2.40 5-inch85 8.75 6-inch40 4.00 8-inch60 5.60 10-inch90 9.50 12-inch 1.85 13.00 No. 904 Lt. Tee Hinges. Pr. Dr. Pr. 8-inch 20 1.90 5-inch 20 2.10 6-inch 25 2.40 No. 987 Cor. Tee Hinges. Pr. 4-inch25 3.40 No. 987 Cor. Tee Hinges. Pr. Dr. Pr. 4-inch85 8.00 5-inch40 3.40 6-inch40 3.40 6-inch60 5.00 8-inch75 8.00 10-inch 1.75 17.00 No. 888 Butts. Pr. Dr. Pr. 5-inch10 12.75 11-inch 10 95 11-inch 10 95 11-inch 10 95 11-inch 10 95 11-inch 10 1.05 11-inch 10 1.05 11-inch 10 1.05 11-inch 10 1.05 11-inch 15 1.20 2-inch 15 1.30 21-inch 15 1.45	No. 788.  2½ x2½-in. \$ 40 \$ .45  8½ x3½-in40 .45  4¼ x4½-in75 .85  6x5-in1.00 1.10  5½ x5½-in. 1.25 1.85  6x6-in40 .45  8½ x2½-in. \$ .40 .45  8½ x2½-in. \$ .40 .45  8½ x2½-in. \$ .40 .45  8¼ x3½-in40 .45  8¼ x3½-in40 .45  8¼ x3½-in80 .95  5x5-in1.00 1.20  5½ x5½-in. 1.80 1.50  No. 241 SF 2.  Cont1.50  No. 241 SF 2.  Cont1.50  1.65  No. 241 SF 2.  Cont1.50  1.65  No. 241 SF 2.  Cont1.50  1.55  1.50  No. 241 H&N.  Cont95  5x5-in1.05  5½ x5½-in1.35  1.50  No. 241 H&N.  Cont2½ x2½-in85  5x5-in1.05  5½ x5½-in50  55  4¼ x4½-in90  1.00  5x5-in50  55  4¼ x3½-in50  55  4¼ x3½-in50  55  4¼ x3½-in50  55  55  4¼ x3½-in50  55  55  55  55  55  55  55  55  55
GRAPHITE—Flake per lb, 75c. GRINDERS—Carb. & all 1st Gri 2, 5-in., \$5.50; No. 8, 6-in., \$ GRINDSTONES—Mounted. Woo No. 2, \$8.50 each. Angle, St ular, Steel Frame, \$9.00 each; each; Loose, 4c per lb. Fixt GAUGES—Butt— No. 98	Ade—No. 1, 4-in., \$4.00; No. 17.50; No. 4, 7-in., \$10.50.  d Frame, No. 1, \$8.00 each; eel Frame, \$8.50 each; Tab-Harvest King, Power, \$12.50 ures (See Fixtures).  No. 71	5-inch	No. 788.  2½ x2½-in. \$ 40
GRAPHITE—Flake per lb, 75c. GRINDERS—Carb. & all 1st Gr. 2, 5-in., \$5.50; No. 8, 6-in., \$ GRINDSTONES—Mounted. Woo No. 2, \$8.50 each. Angle, St ular, Steel Frame, \$\$0.00 each; each; Loose, 4c per lb. Fixt GAUGES—Butt— No. 93	No. 1, 4-in., \$4.00; No. 17.50; No. 4, 7-in., \$10.50.  d Frame, No. 1, \$8.00 each; eel Frame, \$8.50 each; Tabler and the self-self-self-self-self-self-self-self-	5-inch 80 2.15 6-inch 85 2.90 No. 935 Cor. Strap Hgs. Pr. Ds. Pr. 4-inch 25 2.40 5-inch 35 8.75 6-inch 40 4.00 8-inch 60 5.60 10-inch 90 9.50 12-inch 1.85 18.00 No. 904 Lt. Tee Hinges. Pr. Ds. Pr. 8-inch 20 1.90 5-inch 20 2.10 6-inch 20 2.10 6-inch 25 2.40 No. 937 Cor. Tee Hinges. Pr. Ds. Pr. 4-inch 25 8.00 5-inch 40 8.00 8-inch 40 8.00 8-inch 75 17.00 No. 888 Butts. Pr. Dz. Pr. 4-inch 10 95 14-inch 10 75 1-inch 10 15 1-inch 10 15 1-inch 10 15 1-inch 15 1.20 2-inch 15 1.20 2-inch 15 1.45 2-inch 20 1.65 2-inch 20 1.65 2-inch 20 1.65 2-inch 20 1.55 3-inch 20 2.15 8-inch 25 No. 840.	No. 788.  2½ x2½-in. \$ 40
GRAPHITE—Flake per lb, 75c. GRINDERS—Carb. & all 1st Gri 2, 5-in., \$5.50; No. 8, 6-in., \$ GRINDSTONES—Mounted. Woo No. 2, \$8.50 each. Angle, St ular, Steel Frame, \$9.00 each; each; Loose, 4c per lb. Fixt GAUGES—Butt— No. 93	No. 1, 4-in., \$4.00; No. 17.50; No. 4, 7-in., \$10.50.  d Frame, No. 1, \$8.00 each; eel Frame, \$8.50 each; Tabuster King, Power, \$12.50 ares (See Fixtures).  No. 71	5-inch	No. 788.  2½ x2½-in. \$ 40 \$ .45  8x3-in40 .45  4x4-in50 .55  5x5-in 1.00 \$ 1.50  No. 241 SF2  2½ x2½-in80  8x3-in40 .45  8x3-in40 \$ .45  8x3-in50 \$ .65  6x3-in50 \$ .65  8x3-in50 \$ .55  8x3-in50 \$ .55  8x3-in50 \$ .55  4x4-in50 \$ .55  8x3-in50 \$ .55  8x3-in.
GRAPHITE—Flake per lb, 75c. GRINDERS—Carb. & all 1st Gri 2, 5-in., \$5.50; No. 8, 6-in., \$ GRINDSTONES—Mounted. Woo No. 2, \$8.50 each. Angle, St ular, Steel Frame, \$9.00 each; each; Loose, 4c per lb. Fixt GAUGES—Butt— No. 98	Ade—No. 1, 4-in., \$4.00; No. 17.50; No. 4, 7-in., \$10.50.  d Frame, No. 1, \$8.00 each; Tabellarvest King, Power, \$12.50 ares (See Fixtures).  No. 71	5-inch80 2.15 6-inch85 2.90 No. 985 Cor. Strap Hrs. Pr. Ds. Pr. 4-inch85 2.40 5-inch85 2.40 5-inch40 4.00 8-inch60 5.60 10-inch90 9.50 12-inch 1.35 13.00 No. 904 Lt. Tee Hinges. Pr. Ds. Pr. 8-inch20 1.90 5-inch20 2.10 6-inch25 2.40 No. 987 Cor. Tee Hinges. Pr. Ds. Pr. 4-inch25 2.40 No. 987 Cor. Tee Hinges. Pr. Ds. Pr. 4-inch25 3.00 5-inch40 3.00 5-inch40 3.00 6-inch40 3.00 8-inch75 3.00 10-inch10 1.75 11-inch10 1.75 11-inch10 1.05 11-1-inch10 1.0	No. 788.  2 ½ x2 ½-in 40 3 ½ x3 ½-in 40 4 ¼ x4 ½-in
GRAPHITE—Flake per lb, 75c. GRINDERS—Carb. & all 1st Gr. 2, 5-in., \$5.50; No. 8, 6-in., \$ GRINDSTONES—Mounted. Woo No. 2, \$8.50 each. Angle, St ular, Steel Frame, \$9.00 each; each; Loose, 4c per lb. Fixt GAUGES—Butt— No. 93	Ade—No. 1, 4-in., \$4.00; No. 17.50; No. 4, 7-in., \$10.50.  d Frame, No. 1, \$8.00 each; eel Frame, \$8.50 each; Tabuster King, Power, \$12.50 ares (See Fixtures).  No. 71	5-inch80 2.15 6-inch85 2.90 No. 935 Cor. Strap Hgs. Pr. Ds. Pr. 4-inch25 2.40 5-inch85 8.75 6-inch40 4.00 8-inch60 5.60 10-inch90 9.50 12-inch135 13.00 No. 904 Lt. Tee Hinges. Pr. B. Pr. 8-inch20 1.90 5-inch20 2.10 6-inch20 2.10 6-inch25 3.40 No. 937 Cor. Tee Hinges. Pr. 4-inch35 8.00 5-inch40 8.40 6-inch40 8.40 6-inch40 5.00 10-inch75 8.00 10-inch75 17.00 No. 888 Butts. Pr. 11-inch10 9.5	No. 788.  2½ x2 ½·in. \$ 40
GRAPHITE—Flake per lb, 75c. GRINDERS—Carb. & all 1st Gri 2, 5-in., \$5.50; No. 8, 6-in., \$ GRINDSTONES—Mounted. Woo No. 2, \$8.50 each. Angle, St ular, Steel Frame, \$9.00 each; each; Loose, 4c per lb. Fixt GAUGES—Butt— No. 93	Ade—No. 1, 4-in., \$4.00; No. 17.50; No. 4, 7-in., \$10.50.  d Frame, No. 1, \$8.00 each; eel Frame, \$8.50 each; Tabler and the series of the ser	5-inch80 2.15 6-inch85 2.90 No. 935 Cor. Strap Hgs. Pr. Ds. Pr. 4-inch25 2.40 5-inch85 8.75 6-inch40 4.00 8-inch60 5.60 10-inch90 9.50 12-inch135 13.00 No. 904 Lt. Tee Hinges. Pr. B. Pr. 8-inch20 1.90 5-inch20 2.10 6-inch20 2.10 6-inch25 3.40 No. 937 Cor. Tee Hinges. Pr. 4-inch35 8.00 5-inch40 8.40 6-inch40 8.40 6-inch40 5.00 10-inch75 8.00 10-inch75 17.00 No. 888 Butts. Pr. 11-inch10 9.5	No. 788.  2½ x2½-in. \$ 40
GRAPHITE—Flake per lb, 75c. GRINDERS—Carb. & all 1st Gri 2, 5-in., \$5.50; No. 8, 6-in., \$ GRINDSTONES—Mounted. Woo No. 2, \$8.50 each. Angle, St ular, Steel Frame, \$9.00 each; each; Loose, 4c per lb. Fixt GAUGES—Butt— No. 93	Ade—No. 1, 4-in., \$4.00: No. 17.50; No. 4, 7-in., \$10.50.  d Frame, No. 1, \$8.00 each; eel Frame, \$8.50 each; Tab-Harvest King, Power, \$12.50 ures (See Fixtures).  No. 71	5-inch 80 2.15 6-inch 85 2.90 No. 935 Cor. Strap Hgs. Pr. Ds. Pr. 4-inch 25 2.40 5-inch 35 8.75 6-inch 40 4.00 8-inch 60 5.60 10-inch 90 9.50 12-inch 1.85 13.00 No. 904 Lt. Tee Hinges. Pr. Ds. Pr. 8-inch 20 1.90 5-inch 20 2.10 6-inch 20 2.10 6-inch 25 3.40 No. 937 Cor. Tee Hinges. Pr. Ds. Fr. 4-inch 25 8.00 5-inch 40 8.40 6-inch 8.35 8.00 6-inch 40 8.40 6-inch 75 8.00 10-inch 120 12.75 12-inch 175 17.00 No. 888 Butts. Pr. Dz. Pr. 4-inch 10 95 1-4-inch 15 1.30 2-4-inch 20 1.85 3-inch 20 2.15 3-4-inch 20 2.15 3-4-inch 15 1.60 2-4-inch 15 1.60 2-4-inch 15 1.60 2-4-inch 20 2.00 2-4-inch 20 2.00 2-4-inch 20 2.00 2-4-inch 20 2.00	No. 788.  2½ x2½-in. \$ 40 \$ .45  8x3-in40 .45  4x4-in50 .55  4½ x4½-in1.00 1.10  5½ x5½-in. 1.25 1.85  6x6-in 1.40 \$ .45  8x3-in40 \$ .45  8x3-in50 \$ .65  8x3-in1.80 1.60  No. 241 SF2  Cont. Ret.  2½ x2½-in. \$ .45  8x3-in50 \$ .55  8x3-in50 \$ .55  4x4-in60 65  4½ x2½-in85 95  5x5-in1.85 1.50  No. 241 Han.  No. 160 Fad2.  Cont.  Ret.  2¼ x2½-in50 .55  8x3-in50 .55  8x3-
GRAPHITE—Flake per lb, 75c. GRINDERS—Carb. & all 1st Gri 2, 5-in., \$5.50; No. 8, 6-in., \$ GRINDSTONES—Mounted. Woo No. 2, \$8.50 each. Angle, Nt ular, Steel Frame, \$9.00 each; each; Loose, 4c per lb. Fixt GAUGES—Butt— No. 98	Ade—No. 1, 4-in., \$4.00: No. 17.50; No. 4, 7-in., \$10.50.  d Frame, No. 1, \$8.00 each; eel Frame, \$8.50 each; Tab-Harvest King, Power, \$12.50 ures (See Fixtures).  No. 71	5-inch	No. 788.  2½ x2½-in. \$ 40 \$ .45 8½x3½-in40 .45 8½x3½-in50 .55 4½x4½-in75 .85 5x5-in1.00 1.10 5½x5½-in. 1.25 1.85 6x6-in. 1.40 \$ .45 8x8-in40 .45 8x8-in55 .65 6x4-in55 .65 6x6-in1.00 1.20 5½x5½-in. 1.80 1.50 6x6-in1.50 1.65 8x8-in45 .50 8x8-in50 .55 4x4-in85 .50 8x8-in1.85 1.50 6x6-in1.65 5½x5½-in. 1.85 1.50 6x6-in1.60 .55 8x8-in50 .55 8x4-in50 .55 8x4-in50 .55 8x4-in50 .55 8x4-in50 .55 8x4-in1.85 1.50 8x8-in1.85 1.50 8x8-in1.05 1.15 5½x5½-in. 1.35 1.50 8x8-in50 .55 8x4-in50 .55 8x4-in90 .00
GRAPHITE—Flake per lb, 75c. GRINDERS—Carb. & all 1st Gri 2, 5-in., \$5.50; No. \$, 6-in., \$ GRINDSTONES—Mounted. Woo No. 2, \$8.50 each. Angle, St ular, Steel Frame, \$9.00 each; each; Loose, 4c per lb. Fixt GAUGES—Butt— No. 93	Ade—No. 1, 4-in., \$4.00; No. 17.50; No. 4, 7-in., \$10.50.  d Frame, No. 1, \$8.00 each; eel Frame, \$8.50 each; Tabuster King, Power, \$12.50 ares (See Fixtures).  No. 71	5-inch	No. 788.  2½ x2 ½·in. \$ 40
GRAPHITE—Flake per lb, 75c. GRINDERS—Carb. & all 1st Gri 2, 5-in., \$5.50; No. \$, 6-in., \$ GRINDSTONES—Mounted. Woo No. 2, \$8.50 each. Angle, St ular, Steel Frame, \$9.00 each; each; Loose, 4c per lb. Fixt GAUGES—Butt— No. 98	Ade—No. 1, 4-in., \$4.00; No. 17.50; No. 4, 7-in., \$10.50.  d Frame, No. 1, \$8.00 each; Tabel Frame, \$8.50 each; Tabel Frame, \$8.50 each; Tabel Frame, \$12.50 each; Tabel Frame, \$10.00 each; \$10.00 each	5-inch	No. 788.  2½ x2 ½·in. \$ 40
GRAPHITE—Flake per lb, 75c. GRINDERS—Carb. & all 1st Gri 2, 5-in., \$5.50; No. 8, 6-in., \$ GRINDSTONES—Mounted. Woo No. 2, \$8.50 each. Angle, Nt ular, Steel Frame, \$9.00 each; each; Loose, 4c per lb. Fixt GAUGES—Butt— No. 93	Ade—No. 1, 4-in., \$4.00: No. 17.50; No. 4, 7-in., \$10.50.  d Frame, No. 1, \$8.00 each; eel Frame, \$8.50 each; Tab-Harvest King, Power, \$12.50 ures (See Fixtures).  No. 71	5-inch	No. 788.  2½ x2½-in. \$ 40 \$ .45  8x2-in. \$ 40 .45  8x3-in40 .45  4x4-in50 .55  4½ x4½-in. 1.00 1.10  5½ x5½-in. 1.25 1.85  6x6-in. 1.40 \$ .45  8x3-in40 .45  8x3-in40 .45  8x3-in40 .45  8x3-in40 .45  8x3-in40 .45  4x4-in55 .65  4½ x2½-in. 8.0 .95  5x6-in. 1.00 1.20  5½ x5½-in. 1.80 1.50  No. 241 SF 2.  Cont. Ret.  2½ x2½-in. \$ 45  8x3-in45  8x3-in45  8x3-in45  8x3-in50 .55  4x4-in50 .65  4x4-in50 .65  4x4-in50 .65  4x4-in50 .65  4x4-in50 .65  4x4-in50 .55  4x4-in50 .55  4x4-in50 .55  6x5-in1.05  1.15  5½ x5½-in. 1.35  1.50  No. 241 HaN.  Cont. Ret.  2½ x2½-in. \$ 50  8x3-in50 .55  8x3-in50 .55  8x3-in50 .55  8x3-in50 .55  8x3-in10  5½ x5½-in. 1.35  1.50  No. 160 FaD2.  Cont. Ret.  2½ x5½-in. 1.35 1.50  Ax4-in60 .65  4½ x4½-in90 1.00  5x5-in1.10  5½ x5½-in. 1.35  555  6x6-in1.60  No. 160 FaD2.  Cont. Ret.  2½-in. \$ 40  8-50
GRAPHITE—Flake per lb, 75c. GRINDERS—Carb. & all 1st Gri 2, 5-in., \$5.50; No. 8, 6-in., \$ GRINDSTONES—Mounted. Woo No. 2, \$8.50 each. Angle, St ular, Steel Frame, \$9.00 each; each; Loose, 4c per lb. Fixt GAUGES—Butt— No. 93	Ade—No. 1, 4-in., \$4.00; No. 17.50; No. 4, 7-in., \$10.50.  d Frame, No. 1, \$8.00 each; eel Frame, \$8.50 each; Tabler and the series of the ser	5-inch	No. 788.  2½ x2 ½·in. \$ 40  8x8·in40  45  4x4·in50  5x5·in 1.00  5½ x5 ½·in. 1.25  8x8·in 40  4x4·in50  5x8·in40  4x4·in50  8x8·in40  4x4·in50  6x6·in1.25  8x8·in40  4x4·in50  6x6·in1.30  6x6·in50  6x6·in50  6x6·in50  6x6·in50  6x6·in50  6x6·in50  6x6·in50  6x6·in50  6x6·in50  6x4·in60  6x6·in50  6x6·in5

No. 160 S F2.		
	No. 295_H.	Brass
Cont. Ret. 2½-in \$ .45 \$ .55	Pr. Dz. Pr. 1½-in\$ .80 \$8.35	No. Dox. No. Dox. No. Dox. 1001 \$2.85 1104 \$1.50 1204 \$1.50
8-in	2-in 85 8.65	1001 \$2.85 1104 \$1.50 1204 \$1.50 1002 2.40 1105 1.80 1205 1.80
8½-in60 .70 4-in70 .80	2/4s-1m 40 4.00	1008 1.85 1106 1.05 1206 1.05
4-in	8-in45 4.65 No. 289 F&D2.	1004 1.50 1107 .80 1207 .80 1005 1.80 1108 .75 1208 .75
No. 165 F&D2.	No. 269 F&D2. Pr. Ds. Pr.	1005 1.80 1108 .75 1208 .75 1006 1.05 1109 .50 1209 .50
Cont. Ret.	2x2\$ .80 \$8.20	1007 .80 1110 .45 1210 .45
1½-in	2 ½ x280 8.85 2 ½ x2 ½85 8.55	1008 .75 1111 .85 1211 .85 1009 .50 1112 .80 1212 .80
2 1/4 - in	8x845 4.80	1010 .45 1118 .25 1218 .25
8-in	No. 289 SFD.	1011 .35 1114 .20 1214 .20 1012 .30
8 1/4 - in	Pr. Dz. Pr. 2x2 \$ .30 \$3.85	1012 .80
4 ½-in 1.20 1.85	2⅓x2	1014 .20
No. 165N&BF2.	2 ½ x2 ½	Gross lots or full packages, 50% discount from list.
Cont. Ret.	8x8	HOOKS & EYES—Gate—
2·in	Pr. Dz. Pr.	No. 40 1½
2 1/2 · in	2x2\$ .40 \$4.60 2½x245 4.75	No. 40 2
8-in	2½x2½45 4.90	No. 40 2½
4-in	8x8	No. 40 3
4½-in 1.20 1.80	Pr. Ds. Pr.	No. 40 470 No. 1040 4 3.90
No. 295 F&D2. Pr. Ds. Pr.	2 x 2	No. 40 41/2
1 1/4-in\$ .25 \$2.90	2 ½ x2	IRON—Bars and Sheets—Small lots common bar, 8c per lb. base; Angle Iron, 9c. Angle Cut Bars, 10c lb.
2-in	8x8 50 5.60	SHEETS—Galvanized, Full Sheets—Per lb., 10 to 16, 17c;
2 1/4 - in	1430 F&D2 Hgs .35 4.00	18 to 24, 18c; 26 to 80, 19c. Black Sheets, Full Sheets-
No. 295 SF2.	1480 N .40 4.85 1481 F&D2 .25 2.50	Per lb., 18 to 24, 15c; 26 to 80, 16c. For cutting sheets
Pr. Ds. Pr.	1431 SF2&N .25 2.80	add 10% to above. Corrugated—Ptd., 28 Ga., \$10.00 per sq.; Galv., 26 Ga., \$16.00.
1¼-in 8 . 8 20 2-in 8 . 70	1478 F&D2 .25 2.50	IRONS—Sad. Common, 9c lb.; Mrs. Potts No. 50, \$1.75 set;
2 ½-in85 4.00	1478 SF2&N .25 2.80 1480 F&D2 .25 2.20	Dover No. 70, \$2.75 set.
8-in	1480 SF2&N .25 2.80	JACKS-Bell Bottom, Net List.
No. 295 N. Pr. Dz. Pr	1475 F&D2 .20 2.20 1475 SF2&N .25 2.80	Wagon—Lanes—OL, each \$1.75; 1L, \$2.50; 2L, \$3.50;
Pr. Dz. Pr. 11/4-in \$ .85 \$8.80	1474 F&D2, 11/2 .25 2.40	SL, \$8.75. KNIVES & FORKS—Iron Handled \$1.25
2-in	1474 PADO O RO 9 80	KNIVES & FORKS—Iron Handled, \$1.25. KNIVES—Hay—Lightning \$1.85; Iwan Sickle, \$2.00; Iwan
2 1/4 · in 4.60 8 · in	1474 8F2, 1½ .25 2.80 1474 8F2, 2 .85 8.60	Serrated, \$2.00; Heath's Upright, \$1.85. Corn—Corn
	Narrow, Middle & Broad Add	King, 40c; No. 12 Hooks, 50c.
85% to List.		KNOBS—Maple, Base, 5c each; 35c doz.
HOD8-Coal-		LACING—Belt— Leather Bristol
Open Japanned—	Open Galvanized	Size 4. per ft\$ .08 111. per inch\$ .014
15\$ .50 16	16	Size 5-16 per ft08 112, per inch02
17	17 1.10	Size % per ft 3.05 114. per inch08
18	18 1.85 20 1.45	Size %, per ft06
20	20	Size 7, per it08
No. Dos.	No. Doz.	LADDERS—Extension, per ft., 80c; Step, common, per ft.,
0\$ .85	104\$ .45	20c; best, per ft., 50c.
<u> </u>		
1	105	LANTERN GLOBES— No. 0
1	105	No. 0
1	105	No. 0
1	105	No. 0       0       Ruby       45       No. 2       C. B. Ruby       50         No. 2       C. B.       No. 2       Ruby       8hort       50         No. 2       C. B.       Diets       Jr       20         No. 2       C. B.       Short       20       39       R.       R.       25
1	105	No. 0
1	105	No. 0       0       Ruby       45       No. 2       C. B. Ruby       50         No. 2       C. B.       No. 2       Ruby       8hort       50         No. 2       C. B.       Diets       Jr       20         No. 2       C. B.       Short       20       39       R.       R.       25
1	105	No. 0

	MELAIN SEIMING	I TITOTI CONTINUED	•			
MAULS—Handles Extra—Post, c 920, 25c; Woodchoppers, 960,		PANS—Acme Frying No. 00, each		No. 4. e	ch	8 .40
25c. Dble Face (see Hammers	).	No. 0, each	25	No. 5, ea	ich	45
MILLS-Cider-	G	No. 1, each No. 2, each	85	No. 7, e	sch	60
Junior	Senior	No. 3, each	85			
MOP STICKS-No. 7, 25c each;		PAPER—Building— P & B		Imitatio	n P & B	
or Janitor's, 65c each.	Catton	No. 1—500 No. 1—1000			00	
MOPS— Slasher 15 oz., each\$ .75	Cotton 15 os., each\$ .75	No. 2500	2.95	No. 2-50	00	2.55
18 oz., each	18 oz., each	No. 2—1000 No. 3—500	<b>5</b> .75	No. 210 No. 850	000	4.95
21 oz., each 1.00 MOWERS—Great American—15-in	21 os., each 1.00 n., \$16: 17-in., \$18: 19-in.,	No. 8—1000 Red Resin—	7.70	No. 310	000	6.75
\$20; 21-in., \$22. Common-12	3-in., \$6; 14-in., \$6.25; 16-	17 lb	\$1.15			
in., \$6.50.  NAILS—Base per keg, \$5.50—5.	0 to 99 the edd 50c ner	20 lb	1.40	80 16	• • • • • • • •	1.90
<del>-</del>	to 50 lbs.	No. 00-0-34-1, qui	re\$ .60		, quire	
Fine Blue 2&8\$ .08	Cut Casing 6&808	No. 114, quire Less Quantities, 8		No. 8, qui	re	65
Fine Bright	Galv. Felt	PEAVIES-		locket—	—Ban Maple	for—
Common 425d	Clout—	2 1/4 x 4		\$2.75	\$2.80	<b>\$</b> 3.00
Common 6&7d	Bulk, per lb	4 1/2			2.85 3.00	3.10 3.25
Casing 2&3d	Cigar Box-	5	<b> 2.7</b> 5	8.00	8.10	3.85
Casing 4.65d	Bulk, per lb25 1 lb. papers, each30	2 % x4 % 5	8.00	8.25	8. <b>25</b> 3.85	3.50 3.60
Finishing 2&3d10	16. papers, each20	8x5	3.15	3.50	3.75	8.85
Finishing 4&5d08 Finishing 6 to 20d08	1/4 lb. papers, each15	PICKS—Drifting—1 \$1.25; 5-lb., \$1.	40. Railroac	→1.00; 4·lb 1—5·lb., \$1	., \$1.15; .25; 6·lb.,	\$1.85
Smooth Box 4 to 6d08 Smooth Box 8 to 20d .08	Bulk, per lb	7-lb., \$1.50; 8-lb lb., \$1.65.	., \$1.75. C	ontractors-	6 1/2 - 1b., \$	1.65; 8-
Barb Box 4 to 5d08	1/2 lb. papers, each20	PINS—Escutcheon—	-Small lots,	15c oz.; lar	ge lots, 40	0% over
Barb Box 6	16. papers, each15 Horseshoe	List. PIPE—Stove.				Tee
Barb Roof % to %10 Barb Roof 1 to 1 %10	Capewell, per lb80 Northwestern, per lb80	8	Com		Galv. \$ .50	Com.
Plaster Board10	Union, per lb20	4		.45	.55	
C. C. Box	on to 99 the edd one ner	5			.60 .65	<b>8</b> .65 .75
NETTING—Poultry—	oo to so los. add oot per	7		5 .65 D .65	.80	.90
No. 19, 2-inch Mesh-	No. 20, 1-inch Mesh-	6-5 or 5-6				
12-inch\$ 2.48 18-inch 3.56	12-inch \$ 4.95 18-inch 7.12	PIPE	Stan Ful	dard Black l Cut	Galva Full	nized Cut
24-inch 4.54 30-inch 5.42	24-inch 9.08 30-inch 10.88		Lengt	h Length	Length	Length
36-inch 6.19	36-inch 12.38	<del>1/4</del> · · · · · · · · · · · · · · · · · · ·			\$ 8.00 9.00	<b>\$ 9</b> .00 10.00
48-inch 8.25 60-inch 10.32	48-inch	% · · · · · · · · · · · · · · · · · · ·	6.50	0 7.50	9.00 10.00	10.00 11.00
72-inch 12.38	72-inch 24.75 Over 100 feet, list.	%	9.7.	5 10.75	12.50	18.50
	bove list.	1	14.0	0 15.00 0 21.00	17.75 24.50	19.00 26.00
Union Lock—Light 24 in\$3.50	48 in	11/2	22.5	0 24.00	28.30	30.00
36 in 4.50	72 in 7.00	2	50.0	0 58.00	38.50 61.00	40.00 68.00
NIPPERS—Nettleton—8-in., \$1.7 \$2.25: 14-in., \$2.75.	'5 each; 10-in., \$2.15; 12-in.,	3			80.00 119.00	93.00 122.00
NUTS-Hot Pressed-		4	105.0	0 108.00	140.00	146.00
Blank	Threaded	Cut Length, 109 Pipe Conductor	⊙ extra. —Corrugated	1		
¼ inch\$ .25 5-16 inch	% inch\$ .27 5-16 inch25	2 inch, per ft 8 inch, per ft	\$ .18 1/2	4 inch,	per ft per ft	\$ .19
% inch	% inch	PITCH—Asphaltum				
7-16 inch	1/2 inch	can, \$1.00.			· •	C, 20-10.
9-16 inch	% inch	PLANES-Wood, \$1.40.	Smooth, eacl	h, \$1.15.	Wood, Ja	ck, each
% inch	% inch	PLANES-		70		
% inch	1 inch	1 \$2.10 2 2.65	28 \$2.00 24 2.00	72 72 <del>1/</del> 4	8.00 180 4.65 181	2.00
OAKUM-Plumbers,, 16c lb.; Na	vy, 25c.	3 2.75 4 3.00	25 1.90 26 2.25	7 <b>4</b> 75	7.00 140 .60 146	
OIL—Boiled Linseed, \$1.55 per	gal.	4 ½ 3.50 5 3.50	27 2.50 27 1/2 2.50	78	2.25 147 148	7 8.00
OILERS—Chase's Zinc— 00\$ .10	5	5 1/2 4.00	28 2.65	SCRAPE	RS 180	1.75
0	18A	6 4.50 7 5.00	29 2.75 80 8.00	80 81	1.25 181 2.00 182	
1 1/4	14B	8 6.00 9½ 1.50	81 8.25 82 8.85	82 83	1.50 190 1.50 191	0 1.85
2	15A	9 % 1.75	<b>38 8</b> .85		192	2 1.85
4		10 4.35 10½ 3.50	84 8.50 85 2.50	PLANES	8.50 289	
Cannon Pump Brass	Tin	11 3.00 11 1/2 4.25	86 2.75 87 2.85	87	2.75 840 2.75 444	0 2.25
No. 11\$1.65	No. 1\$1.00	12 3.35	39 2.25	92	2.75 602	2 8.00
No. 12 1.75 No. 18 2.00	No. 2	12 ½ 4.50 13 4.25	40 1.65 40 1/2 2.00	94	8.85 604 8.85 604	4 8.50
Felloe		15 1.50 15½ 1.90	45 9.50 46 7.50		3.00 604 1.40 608	4 1/4 4.00
No. 8	No. 5	16 1.65	47 5.50 48 8.75	99	1.40 60	5 1/2 4.25
		17 1.85	45 570	100	.40 600	0 5.00
110me, No. 1, \$2.00; No. 2,		18 1.75	49 8.75		.85 60'	
	ach, \$1.00; Family, \$1.75. \$1.50. Lasts and Stands, No. heavy, \$1.85; No. 24, malle-	18 1.75 19 1.85	49 8.75 50 6.00	102	.85 60' .60 60' Stanley	8 6.75
able, \$2.25.	ach, \$1.00; Family, \$1.75. \$1.50. Lasts and Stands, No. heavy, \$1.35; No. 24, malle-	18 1.75 19 1.85 20 5.65 20 5.00	49 8.75 50 6.00 55 17.50 57 5.50	102	.85 60° .60 60° Stanley Single	8 6.75 Stanley Double
able, \$2.25.	ach, \$1.00; Family, \$1.75. \$1.50. Lasts and Stands, No. heavy, \$1.35; No. 24, malle-	18 1.75 19 1.85 20 5.65 20 ½ 5.00 21 2.00 22 2.00	49 8.75 50 6.00 55 17.50 57 5.50 60 1.65 60 1.50	102 1¼ 1%	.35 60 .60 608 Stanley Single \$ .35 .40	8 6.75 Stanley Double \$ .55 .60
	ach, \$1.00; Family, \$1.75. \$1.50. Lasts and Stands, No. heavy, \$1.35; No. 24, malle-	$\begin{array}{ccc} 18 & 1.75 \\ 19 & 1.85 \\ 20 & 5.65 \\ 20 \frac{1}{2} & 5.00 \\ 21 & 2.00 \end{array}$	49 8.75 50 6.00 55 17.50 57 5.50 60 1.65	102 1 ¼ 1 <b>%</b> 1 <b>¾</b>	.85 60° .60 60° Stanley Single \$ .35	8 6.75 Stanley Double \$ .55

PLANES—Continued.	RULESContinued.	
65 1.90 105 8.25 21/6 .50 .75	40 3.25	08 8518
65¼ 1.65 110 .85 2¼ .50 .80 71 2.85 118 4.25 2¼ .55 .85	41	04 8514
71 1/2 2.25 120 1.10 2 1/3 .55 .85 Stanley 100 & 101	50	06 8516
Stanley 102 & 108	52 871	103' 8618
Stanley 122 & 220	58 1/2 861A	105 8615
Stanley 10 & 10 ½ Single	54 881	106 8616
Stanley 10 & 10½ Double       1.25         Stanley 12 & 112          Stanley 12 & 112 Toothing	58	204
Stanley 12 & 112 Toothing	61 1/2 750	308
Stanley 15, 16, 17, 18, 19	62 781	304
Stanley 60 & 65	62 ½ 780	404
No. 102 Bernard's Klein's Side Cutting	63 1/2 760	406
5½ 2.00	64 476	408
$6\frac{1}{1}$	66 % 8881 1.00 68 65120	504
9	6 <b>9 4</b> 65	506
POLISH—	75 862	508
Brilliantshine or Rex— —Liquid Veneer—	78 1/2 982	804
14 Pint       \$ .20       4 ounces       \$ .25         Pints       .85       12 ounces       .50	<b>88</b> .85	806
Quarts         .60         Quarts         1.00           % Gallon         1.00         Gallon         8.00	880 8620 1.00 84 77155	808
Gallon 1.50	85 4.00 86 5.00	854
POTS—Gasoline Fire—8 Quart 1.10	87 6.00	856
21 \$ 8.60 10 Quart 1.85	92 1.50	Aluminoid Zig Zag—
71 12.20 12 Quart 1.50 72 9.85 16 Quart 1.75	92 1/2 1.25 94 4888 1.75	4-inch
5 9.80 Tin— Watering Galvanized 4 Quart \$ .55	480 1.00	6-inch 1.75
4 Onart \$ 85 6 Quart	REGISTERS—	
6 Quart	Jap 6x8\$1.55 Jap 8x10 1.65	White 6x8\$1.85 White 8x10 2.00
Watering Ptd1 qt., 80c; 2 qt., 85c; 8 qt. 50c.	Jap 10x12 2.40	White 10x12 2.90
PULLERS—Nail— Rex, \$1.85 each; Red Devil, or Morrills \$2.00 each.	Jap 10x14 8.15 Jap 12x14 4.35	White 10x14 8.80 White 12x14 5.25
PUMPS—P. S.—1, \$2.90; 2, \$8.25; 8, \$3.65; 4, \$4.00.	REGISTER FACES-	
PULLEYS—Frame—No. 4 Ottumwa, per dos., 60c; No. 5,	Jap 6x8\$1.00 Jap 8x101.10	White 6x8\$1.80 White 8x10 1.45
60c; No. 9, 60c; No. 109, 60c. PUTTY—Per lb., 10c.	Jap 10x12 1.70	White 10x12 2.20 White 10x14 2.85
· · · · · · · · · · · · · · · · · · ·	Jap 10x14 2.20	WHITE IUXIA 3.00
RIVETS-	Jap 12x14 2.80	White 12x14 8.65
Iron Carriage—Round or Flat Head, per lb., 25c	Jap 12x14 2.80 DISSTON SAWS—	White 12x14 8.65 28-in.
Iron Carriage—Round or Flat Head, per lb., 25c Tinners'— 8 to 12 os., per C\$ .05 5 lb., per C\$ .20	Jap 12x14 2.80 DISSTON SAWS— No. 18-in. 20-in.	White 12x14 8.65 28-in. 22-in. 24-in. 26-in. Rip
Iron Carriage—Round or Flat Head, per lb., 25c Tinners'— 8 to 12 os., per C\$ .05 5 lb., per C\$ .20	Jap 12x14 2.80  DISSTON SAWS—  No. 18-in. 20-in.  7\$1.90 \$2.00  D-8 & 1874 2.35 2.50	White 12x14 8.65  22-in. 24-in. 26-in. Rip  \$2.15 \$2.25 \$2.85 \$2.60 2.60 2.70 2.85 3.10
Iron Carriage—Round or Flat Head, per lb., 25c Tinners'— 8 to 12 os., per C\$ .05 5 lb., per C\$ .20 1½ to 2 lb., per C 10 6 lb., per C25 2½ to 4 lb., per C15 7 lb., per C80 Copper Brake Band—	Jap 12x14 2.80  DISSTON SAWS— No. 18-in. 20-in. 7\$1.90 \$2.00  D.8 & 1874 2.85 2.50 16 2.35 2.50 12 2.70 2.85	White 12x14
Iron Carriage—Round or Flat Head, per lb., 25c   Tinners'—   8 to 12 os., per C\$ .05   5 lb., per C\$ .20   1½ to 2 lb., per C10   6 lb., per C25   2½ to 4 lb., per C16   7 lb., per C30   Copper Brake Band—   No. 6 to 8 \$1.00   No. 10 \$1.00   Copper Rivets and Burrs—	Jap 12x14	White         12x14         3.65           22-in.         24-in.         26-in.           \$2.15         \$2.25         \$2.85         \$2.60           2.60         2.70         2.85         3.10           2.60         2.70         2.85         3.10           3.05         3.25         3.45         3.70           3.20         3.35         3.60         3.85
Iron Carriage—Round or Flat Head, per lb., 25c  Tinners'— 8 to 12 os., per C \$ .05 1¼ to 2 lb., per C 10 2½ to 4 lb., per C 15 Copper Brake Band— No. 6 to 8 \$1.00 Copper Rivets and Burra— No. 8 ½ lb. pa \$ .45 No. 10 ½ lb. pa 45 No. 9 R. H., pa 45	Jap 12x14.     2.80       DISSTON SAWS—     18-in.     20-in.       7	White 12x14
Iron Carriage—Round or Flat Head, per lb., 25c   Tinners'—   8 to 12 os., per C \$ .05   5 lb., per C \$ .20   1½ to 2 lb., per C 10   6 lb., per C 25   7 lb., per C 25   7 lb., per C 30   Copper Brake Band—   No. 6 to 8 \$ 1.00   No. 10 \$ 1.00   No. 10 \$ 1.00   No. 10 \$ 1.00   No. 10	Jap 12x14. 2.80  DISSTON SAWS—  No. 18-in. 20-in. 7\$1.90 \$2.00  D-8 & 1874 2.35 2.50  12 2.37 2.80 2.95  112 2.80 2.95  D-21 & 22 2.50 2.65  D-20 & 28 2.50 2.65  120 2.50 2.65  D-100 2.50 2.65  120 3.15 8.25	White 12x14
Iron Carriage—Round or Flat Head, per lb., 25c  Tinners'— 8 to 12 os., per C\$ .05 1½ to 2 lb., per C 10 6 lb., per C 25 2½ to 4 lb., per C 15 Copper Brake Band— No. 6 to 8 \$1.00 Copper Rivets and Burrs— No. 8 ½ lb. pa \$ .45 No. 10 ½ lb. pa45 No. 12 ½ lb. pa50 Copper Rivets Only— No. 8 1 lb80 No. 10, 11 lb85	Jap 12x14     2.80       DISSTON SAWS—No.       18-in.     20-in.       7     \$1.90     \$2.00       D-8 & 1874     2.35     2.50       12     2.70     2.85       112     2.80     2.95       D-21 & 22     2.50     2.65       D-20 & 28     2.50     2.65       120     3.15     3.25       D-115 & 15     3.80     3.90	White 12x14
Iron Carriage—Round or Flat Head, per lb., 25c  Tinners'— 8 to 12 os., per C\$ .05 1½ to 2 lb., per C10 2½ to 4 lb., per C10 Copper Brake Band— No. 6 to 8\$1.00 Copper Rivets and Burrs— No. 8 ½ lb. pa\$ .45 No. 10 ½ lb. pa\$ .45 No. 12 ½ lb. pa50 Copper Rivets Only— No. 8 1 lb	Jap 12x14. 2.80  DISSTON SAWS— No. 18-in. 20-in. 7\$1.90 \$2.00  D.8 & 1874 2.35 2.50  162.35 2.50  122.70 2.85  1122.80 2.95  D-21 & 222.50  D-20 & 23	White 12x14
Iron Carriage—Round or Flat Head, per lb., 25c  Tinners'— 8 to 12 os., per C\$ .05 1½ to 2 lb., per C 10 2½ to 4 lb., per C 15 Copper Brake Band— No. 6 to 8\$1.00 Copper Rivets and Burrs— No. 8 ½ lb. pa\$45 No. 10 ½ lb. pa\$45 No. 12 ½ lb. pa\$50 Copper Rivets Conly— No. 8 1 lb\$0 Copper Burrs Only— No. 8 and 9\$1.10 Copper and Burrs— No. 8 to 10 ½ lb. pa\$50 No. 12, ½ lb. pa\$50 No. 12, ½ lb. pa\$50	Jap 12x14	White 12x14
Iron Carriage—Round or Flat Head, per lb., 25c  Tinners'— 8 to 12 os., per C\$ .05 5 lb., per C\$ .20 1½ to 2 lb., per C 10 6 lb., per C25 2½ to 4 lb., per C 15 7 lb., per C80 Copper Brake Band— No. 6 to 8\$1.00 Copper Rivets and Burrs— No. 8 ½ lb. pa45 No. 10 ½ lb. pa45 No. 12 ½ lb. pa50 Copper Rivets Only— No. 8 1 lb80 Copper Burrs Only— No. 8 1 lb80 Copper Burrs Only— No. 8 and 9\$1.10 Copper and Burrs— No. 8 to 10 ½ lb. pa45 Rivets and Burrs California Tire—½ and 5-16, per lb., 30c	Jap 12x14	White 12x14
Iron Carriage—Round or Flat Head, per lb., 25c  Tinners'— 8 to 12 os., per C\$ .05 5 lb., per C\$ .20 1½ to 2 lb., per C 10 6 lb., per C25 2½ to 4 lb., per C 15 7 lb., per C80 Copper Brake Band— No. 6 to 8\$1.00 Copper Rivets and Burrs— No. 8 ½ lb. pa45 No. 10 ½ lb. pa45 No. 12 ½ lb. pa50 Copper Rivets Only— No. 8 1 lb80 Copper Burrs Only— No. 8 1 lb80 Copper Burrs Only— No. 8 and 9\$1.10 Copper and Burrs— No. 8 to 10 ½ lb. pa45 Rivets and Burrs California Tire—½ and 5-16, per lb., 30c	Jap 12x14	White 12x14
Iron Carriage—Round or Flat Head, per lb., 25c   Tinners'—    8 to 12 os., per C\$ .05   5 lb., per C25     1½ to 2 lb., per C10   6 lb., per C25     2½ to 4 lb., per C10   7 lb., per C25     2½ to 4 lb., per C10   7 lb., per C25     2½ to 4 lb., per C10   7 lb., per C25     2½ to 4 lb., per C10   7 lb., per C25     2½ to 4 lb., per C25   7 lb., per C25     2½ to 4 lb., per C25   7 lb., per C25     30	Jap 12x14	White 12x14
Iron Carriage—Round or Flat Head, per lb., 25c  Tinners'— 8 to 12 os., per C\$ .05 5 lb., per C\$ .20 1½ to 2 lb., per C 10 6 lb., per C 25 2½ to 4 lb., per C 10 7 lb., per C 30 Copper Brake Band— No. 6 to 8\$1.00 No. 10\$1.00 Copper Rivets and Burrs— No. 8½ lb. pa\$45 No. 10½ lb. pa\$45 No. 10½ lb. pa\$50 Copper Rivets Only— No. 8 10 lb\$1.10 Copper Burrs Only— No. 8 and 9\$1.10 Copper and Burrs— No. 8 to 10½ lb. pa\$1.10 No. 10 and 12\$1.15 Copper and Burrs— No. 8 to 10½ lb. pa\$5 Rivets and Burrs California Tire—¼ and 5-16, per lb., 30c ROOFING—Standard—½ ply square, \$1.75; 1 ply square, \$2.00; 2 bly square, \$2.50; 3 ply square, \$3.00;	Jap 12x14. 2.80  DISSTON SAWS— No. 18-in. 20-in. 7	White 12x14
Iron Carriage—Round or Flat Head, per lb., 25c   Tinners'—    8 to 12 os., per C\$ .05   5 lb., per C25     1½ to 2 lb., per C10   6 lb., per C25     2½ to 4 lb., per C15   7 lb., per C30     Copper Brake Band—  No. 6 to 8\$1.00     Copper Rivets and Burrs—  No. 8 ½ lb. pa45     No. 10 ½ lb. pa45     No. 12 ½ lb. pa50     Copper Rivets Only—  No. 8 l lb50     Copper Burrs Only—  No. 8 lb. pa\$1.10     No. 8 and 9\$1.10     No. 8 and 9\$1.10     Copper and Burrs—  No. 8 to 10 ½ lb. pa45     No. 10 ½ lb. pa50     Rivets and Burrs—  \$1.10     Rope—Manila—3-16 & ½ lots under 200 ft.; 5-16 to ½ lots under 100 ft.; ½ to 1-in. lots under 50 ft. All to be sold by measure.    Av. ft. Sell   Sell	Jap 12x14	White 12x14
Iron Carriage—Round or Flat Head, per lb., 25c   Tinners'—    8 to 12 os., per C\$ .05   5 lb., per C25     1½ to 2 lb., per C10   6 lb., per C25     2½ to 4 lb., per C15   7 lb., per C25     2½ to 4 lb., per C15   7 lb., per C25     2½ to 4 lb., per C15   7 lb., per C25     Copper Brake Band—  No. 10., per C30     Copper Brivets and Burrs—  No. 8 ½ lb. pa45   No. 1045     No. 10 ½ lb. pa45   No. 9 R. H., pa45     No. 12 ½ lb. pa50   Copper Rivets Only—  No. 8 1 lb50     Copper Burrs Only—  No. 8 1 lb80   No. 10, 1 lb85     Copper and Burrs—  No. 8 to 10 ½ lb. pa45   No. 12, ½ lb. pa50     Rivets and Burrs—  Silfornia Tire—½ and 5-16, per lb., 30c     ROPE—Manila—3-16 & ½ lots under 200 ft. 5-16 to ½ lots under 100 ft.; ½ to 1-in. lots under 50 ft. All to be sold by measure.   Soll   Sell     Size	Jap 12x14. 2.80  DISSTON SAWS— No. 18-in. 20-in. 7	White 12x14
Iron Carriage—Round or Flat Head, per lb., 25c   Tinners'—   8 to 12 os., per C\$ .05   5 lb., per C20   1½ to 2 lb., per C10   6 lb., per C25   2½ to 4 lb., per C10   6 lb., per C25   2½ to 4 lb., per C10   7 lb., per C25   2½ to 4 lb., per C10   7 lb., per C25   2½ to 4 lb., per C25   7 lb., per C25   2½ to 4 lb., per C25   No. 1050   No. 1050   No. 1050   No. 1050   No. 1050   No. 1050   No. 12 ½ lb. pa50   Copper Rivets Only—   No. 8 1 lb	Jap 12x14	White 12x14
Iron Carriage—Round or Flat Head, per lb., 25c   Tinners'—  8 to 12 os., per C\$ .05	Jap 12x14. 2.80  DISSTON SAWS— No. 18-in. 20-in. 7	White 12x14
Iron Carriage—Round or Flat Head, per lb., 25c   Tinners'—    8 to 12 os., per C\$ .05   5 lb., per C20   1½ to 2 lb., per C10   6 lb., per C25   2½ to 4 lb., per C10   7 lb., per C25   2½ to 4 lb., per C10   7 lb., per C25   2½ to 4 lb., per C10   7 lb., per C25   2½ to 4 lb., per C10   7 lb., per C25   2½ to 4 lb., per C25   7 l	Jap 12x14. 2.80  DISSTON SAWS— No. 18-in. 20-in. 7\$1.90 \$2.00  D-8 & 1874 2.35 2.50  162.35 2.50  122.80 2.95  D-21 & 222.50 2.65  D-20 & 28	White 12x14 3.65  22-in. 24-in. 26-in. Rip  \$2.15 \$2.25 \$2.35 \$2.60 2.60 2.70 2.85 3.10 3.05 3.25 3.45 3.70 3.20 3.35 3.60 3.55 2.85 3.05 3.25 3.50 2.85 3.05 3.25 3.50 2.85 3.05 3.25 3.50 2.85 3.05 3.25 3.50 2.85 3.05 3.25 3.50 3.40 3.60 3.75 4.00 4.05 4.20 4.40 4.65  Royal  Chinock C.C. Chinock C.C 6 ft. \$9.60 5½ \$5.75 6½ 10.80 6 6.50 7 12.00 6½ 7.30 7½ 13.25 7 8.15 7½ 9.50  Royal Chinock C. C.  22 in 4.85 20 in 4.40 18 in 4.15  22 in 2.70 20 in 2.50 18 in 2.20
Iron Carriage—Round or Flat Head, per lb., 25c   Tinners'—  8 to 12 os., per C \$ .05   5 lb., per C 20   1½ to 2 lb., per C 10   6 lb., per C 25   2½ to 4 lb., per C 15   7 lb., per C 30   Copper Brake Band—  No. 6 to 8 \$1.00   No. 10   No. 6 to 8	Jap 12x14. 2.80  DISSTON SAWS— No. 18-in. 20-in. 7	White 12x14 3.65  22-in. 24-in. 26-in. Rip  \$2.15 \$2.25 \$2.35 \$2.60 2.60 2.70 2.85 3.10 2.60 2.70 2.85 3.10 3.05 3.25 3.45 3.70 3.20 3.35 3.60 3.85 2.85 8.05 8.25 8.50 2.85 8.05 8.25 8.50 2.85 3.05 3.25 3.50 2.85 3.05 3.25 2.85 3.05 3.25 2.85 3.05 3.25 2.85 3.05 3.25 2.85 3.05 2.85 3.05 3.25 2.85 3.05 2.85 3.05 3.25 2.85 3.05 2.85 3.05 2.85 3.05 2.85 3.05 2.85 3.05 2.85 3.05 2.85 3.05 2.85 3.05
Iron Carriage—Round or Flat Head, per lb., 25c   Tinners'—    8 to 12 os., per C\$ .05   5 lb., per C20   1½ to 2 lb., per C10   6 lb., per C25   2½ to 4 lb., per C10   7 lb., per C25   2½ to 4 lb., per C10   7 lb., per C25   2½ to 4 lb., per C10   No. 1025   No. 6 to 8  20   No. 1025   No. 10 ½ lb. pa45   No. 10 ½ lb. pa45   No. 10 ½ lb. pa45   No. 9 R. H., pa45   No. 12 ½ lb. pa50   Copper Rivets Only—    No. 8 1 lb	Jap 12x14	White 12x14 3.65  22-in. 24-in. 26-in. Rip  \$2.15 \$2.25 \$2.35 \$2.60 2.60 2.70 2.85 3.10 2.60 2.70 2.85 3.10 3.05 3.25 3.45 3.70 3.20 3.35 3.60 3.85 2.85 3.05 3.25 3.50 2.85 3.05 3.25 3.50 2.85 3.05 3.25 3.50 3.40 3.60 3.75 4.00 4.05 4.20 4.40 4.65  Royal  Chinook C.C. Chinook C.C 6 ft. \$9.60 5 \( \frac{1}{1} \) \$5.75 6 \( \frac{1}{1} \) 2.00 6 \( \frac{1}{1} \) \$7.80 7 12.00 6 \( \frac{1}{1} \) \$7.80 7 12.00 6 \( \frac{1}{1} \) \$7.80 7 12.00 6 \( \frac{1}{1} \) \$7.80 Royal Chinook C. C.  22 in 4.85 20 in 4.40 18 in 4.15
Iron Carriage—Round or Flat Head, per lb., 25c   Tinners'—    8 to 12 os., per C\$ .05   5 lb., per C20   1½ to 2 lb., per C10   6 lb., per C25   2½ to 4 lb., per C10   7 lb., per C25   2½ to 4 lb., per C10   7 lb., per C25   2½ to 4 lb., per C10   .	Jap 12x14	White 12x14
Tron Carriage—Round or Flat Head, per lb., 25c   Tinners'—  8 to 12 os., per C \$ .05	Jap 12x14	White 12x14 3.65  22-in. 24-in. 26-in. Rip  \$2.15 \$2.25 \$2.35 \$2.60 2.60 2.70 2.85 3.10 2.60 2.70 2.85 3.10 3.05 3.25 8.45 8.70 3.20 3.35 3.60 3.85 2.85 8.05 8.25 8.50 2.85 8.05 8.25 8.50 2.85 8.05 8.25 8.50 3.40 3.60 3.75 4.00 4.05 4.00 4.40 4.65  Royal  Chinook C.C. Chinook C.C 6 ft. \$9.60 5 ½ \$5.75 6 ½ 10.80 6 6.50 7 12.00 6 % \$7.00 7 2.00 10 2.50 18 in 2.60 20 in 2.60 20 in 2.60 20 in 2.40 18 in 2.10
Iron Carriage—Round or Flat Head, per lb., 25c   Tinners'—    8 to 12 os., per C\$ .05   5 lb., per C20   1½ to 2 lb., per C10   6 lb., per C25   2½ to 4 lb., per C10   7 lb., per C25   2½ to 4 lb., per C10   7 lb., per C25   2½ to 4 lb., per C10   No. 1025   No. 6 to 831.00   No. 1031.00   Copper Brake Band—  No. 6 to 831.00   No. 1031.00   Copper Rivets and Burrs—  No. 8 ½ lb. pa45   No. 9 R. H., pa45   No. 12 ½ lb. pa50   Copper Rivets Only—  No. 8 1 lb80   No. 10, 1 lb85   Copper Burrs Only—  No. 8 and 931.10   No. 10 and 1231.15   Copper and Burrs—  No. 8 to 10 ½ lb. pa45   No. 12, ½ lb. pa50   Rivets and Burrs California Tire—½ and 5-16, per lb., 30c   ROPE—Manila—3-16 & ½ lots under 200 ft.; 5-16 to ½ lots under 100 ft.; ½ to 1-in. lots under 50 ft. All to be sold by measure.    Av. ft. Sell	Jap 12x14	White 12x14 3.65  22-in. 24-in. 26-in. Rip  \$2.15 \$2.25 \$2.35 \$2.60 2.60 2.70 2.85 3.10 3.05 3.25 3.45 3.70 3.20 3.35 3.60 3.85 2.85 3.05 3.25 3.50 2.85 3.05 3.25 3.50 2.85 3.05 3.25 3.50 3.40 3.60 3.75 4.00 4.05 4.20 4.40 4.65  Royal  Chinook C.C. Chinook C.C 6 ft. \$9.60 5 ½ \$5.75 6 ½ 10.80 6 6.50 7 12.00 6 ½ 7.30 7 ½ 13.25 7 8.15 7 12.00 6 % 7.30 7 ½ 13.25 7 8.15 20 in 4.40 18 in 2.50  22 in 2.70 20 in 2.50 18 in 2.60 20 in 2.40 18 in 2.40 18 in 2.10
Iron Carriage—Round or Flat Head, per lb., 25c   Tinners'—  8 to 12 os., per C\$ .05	Jap 12x14	White 12x14 3.65  22-in. 24-in. 26-in. Rip  \$2.15 \$2.25 \$2.35 \$2.60 2.60 2.70 2.85 3.10 2.60 2.70 2.85 3.10 3.05 3.25 8.45 8.70 3.20 3.35 3.60 3.85 2.85 8.05 8.25 8.50 2.85 8.05 8.25 8.50 2.85 8.05 8.25 8.50 3.40 8.60 3.75 4.00 4.05 4.20 4.40 4.65  Royal  Chinook C.C. Chinook C.C 6 ft. \$9.60 5 ½ \$5.75 6 ½ 10.80 6 6.50 7 12.00 6 2 5 ½ \$5.75 6 ½ 10.80 6 6.50 7 12.00 6 2 5 5 5 5  Royal Chinook C. C. 22 in 4.85 20 in 4.40 18 in 4.15  22 in 2.70 20 in 2.50 18 in 2.40 22 in 2.40 22 in 3.00 2.40 22 in 3.00 2.40 22 in 3.00 2.70
Iron Carriage—Round or Flat Head, per lb., 25c   Tinners'—    8 to 12 os., per C	Jap 12x14	White 12x14
Iron Carriage—Round or Flat Head, per lb., 25c   Tinners'—    8 to 12 os., per C	Jap 12x14	White 12x14
Iron Carriage—Round or Flat Head, per lb., 25c   Tinners'—    8 to 12 os., per C \$ .05   5 lb., per C	Jap 12x14   2.80	White 12x14
Iron Carriage—Round or Flat Head, per lb., 25c   Tinners'—    8 to 12 os., per C \$ .05   5 lb., per C	Jap 12x14	White 12x14

SAWS—Continued. Hand—		Machine Screws—Full Pkgs. or Dozen Lots— Iron—Graduated from List Prices for small sizes to 20%
No. 5 Simonds, No. 12 Diss ton or No. 69 Atkins.	No. 10 Simonds or No. 7 Disston.	discount on largest sizes.  Brass—Graduated from 25% above List Price for small
20-inch	16-inch\$1.80 18-inch 1.90	sizes to 10% above List on largest sizes.
24-inch 8.50 26-inch 8.85	20-inch 2.25 22-inch 2.50	Nuts for Machine Screws—Iron, add 20% to List Price Brass, 40% to List Price
28-inch 4.25 30-inch 4.75	24-inch 2.65 26-inch 2.75	SCREW DRIVERS—Yankee—30, \$2.00; 31, \$2.75; 35, \$1.50; 180, \$2.25; 131, \$2.90.
No. 8 Simonds, No. D8 Disston or No. 51	28-inch 3.25 No. 4 Simonds or No. 120	POINTS & CHUCKS—
Atkins. 20-inch\$2.50	Disston.	For 80 and 81\$ .75 8-inch95 For 8550 10-inch 1.10
22-inch 2.75 24-inch 2.85	26-inch \$4.00 28-inch 4.25	Nos. 11 and 15, 2-in55 No. 75
26-inch	No. 112 Disston. 26-inch\$8.25	4-inch
30-inch 3.75 No. DIOO or No. D20	28-inch 8.50 Butcher No. 10, 16 in. 1.25	SCREW DRIVERS—G. & P.—367—1%, 85c; 3, 40c; 4, 45c.
Disston. 26-inch	18 in 1.85 20 in 1.50	SHEATHING (See Paper)
28-inch	22 in 1.65 Kitchen No. 2, 12 in45	SHIELDS— Diamond—Expansion %, each
Back 12 in. 2.25 Back 14 in. 2.50 Back 18 in. 2.75 Back 20 in. 3.00	14 in	8-16, each\$ .05 Diamond—Lead %x%, each\$ .04
Back 22 in 8.25 Compass No. 2, 10 in60	Mitre 24 in 8.50 26 in 8.75	5-16, each
12 in	28 in 4.25 30 in 5.00 Nest Complete No. 3. 1.50	½, each     12     ½x% each     06       %, each     15     ½x1     06
16 in	Nose complete No. 5. 1.50	5-16x1 each
Com Sgl Brace V tooth	1.00	SHOVELS— Chester\$1.50 Stuart
Com Dbi Brace Tuttle tooth	1.75	Piqua       1.75       Holley       2.00         Tremont       1.75       Hartford       2.00
SAW CLAMPS—Stearns—8, \$1.8 Went—2, \$2.25; No. 10, \$1.50	50; 0, \$1.00; 200, \$1.40. ; N33, \$1.75; No. 11 with	Nor. King.         1.75         Gen. Maynard.         2.25           Sterling.         1.85         Maynard Pat.         2.25
guide, \$8.25. SAW SETS	•	Snow—
201 G. & P \$1.00 Spec. Morrill 1.10	Col 1.10 7 Taintor 1.10	No. 30\$1.15 11D
105 Morrill60 1 Morrill 1.00	28 Triumph 1.25 Hammer	No. 11
10 1.00 7760	Lever	1-lb. bags, 25c; Tubes 1/4-lb., 10c; 2 for 25c.
X Cut— Baker No. 8 2.25 Morrill No. 8 1.25	Morine No. 2 1.90 Morine No. 2½ 2.50	SHOES—Horse—Light, extra light or snow. All sizes, 10c lb. Mule—No. 00 & 0, 12c lb.; 1, 11½c; 2 & larger, 11c.
SAW TOOLS-		ASSES' SKIN—25, 45c; 50c, 65c; 75, 85c; 100, \$1.00.
Clipper Outfit\$ .75 Morrill's Raker Gauge	No. 100	SMOOTH-ON—60e lb. SNIPS—
No. 1	No. 4 Setting Blocks— Morin	Straight 7
Atkins Raker Swage40	Swages, Whitings	Straight 10 1.85 Circular 8 CB 8.25
5-M Tooth Gauge	Atkins Excelsior	Straight 11 1.50 Circular 9 CB 2.75 Straight 12 1.20 Circular 10 CB 2.50
8000PS-Common Hollow Back-		Straight 18         8.00         Circular 11 CB         2.20           Straight 19         2.25         Circular 12 CB         1.85
	No. Price No. Price 8 \$2.30 10 \$2.40 _9 2.35 12 2.50	SOLDER—%x%, 50c lb.
4 1.90 7 2.25	Potato No. 1 2.00	SPRAY PUMPS—Faultless, Tin, each, 60c; Barnes No. 254, \$4.50; Barnes No. 276, \$7.00.
SCREEN (See Cloth) SCREWS—		STEEL SQUARES—Nichols—
Iron Bench— %\$1.00	11/4 1.40	Framing, N.P. 100A\$4.00 Oxidised Cop. 100A 8.00 Framing, N.P. 100 8.75 Oxidised Cop. 100 2.75
1 1.00 11/2 1.25	1 1/2 2.00	Framing, Pol. 100A 2.50 Royal Cop. 100A 8.00 Framing, Pol. 100 2.25 Royal Cop. 100 2.75
Wood Hand— 6 inch	14 inch 1,10	Standard Makes—Eagle, Sargent, R. & E., Etc.— No. 100 Polished\$2.25 No. 14 Polished 1.50
8 inch	16 inch 1.85 18 inch 1.60	No. 100 Blued 2.50 No. 3 Polished 1.75 Add 75c for Take-Down Squares to above price.
12 inch	20 inch 1.70	Goodell's No. 66 12 inch Combination Square\$1.25 Starrett's No. 28 12 inch Combination Square 1.50
No. 0\$1.15 No. 1	No. 8 1.65 No. 4 2.00	SQUARES—Try—
No. 2 1.50 SCREWS—Wood—	No. 5 2.50	No. 20—8 inch\$ .85 No. 20—9inch75 No. 20—4½ inch40 No. 20—10 inch85 No. 20—12 inch100
Contr. Broken	80c Dozen to 6.00 List 85c Dozen to 7.00 List	No. 20—7 1/2 inch60
PUT D-4 ROW KOM	Contractor's	STAPLES—Netting, Galv., 15c lb.; Barbed Wire,, Polished, 7%c.
RH Bl 60% 50% RH Nic 50% 40%	Lag 10% off Cap-V thread 20% off Cap SAE 10% off	STARRETTS' TOOLS—''Shop'' or ''Retail''—
FH Bl 60% 50% RH Bl 60% 50% RH Nic 50% 40% FH Gal 40% 80% FH Brs 20% 20% RH Brs 20%	Set- Small 20% off Set- Large 5% off	Micrometers, 40% above list. Caliper Rules, 40% above list. Thickness Gauges, 40% above list.
Flat Hd. Brt.—Small Quant.	Retail by Dos.	Thickness Gauges, 40% above list. Steel Tables, 40% above list. All other items, 25% above list.
5c Dozen to \$1.00 List 10c Dozen to 2.00 List 15c Dozen to 8.00 List	LagPlus 10% Cap-V threadList Cap SAEList	G. & P. GOODS-Hack Saw Frames-
20c Dozen to 4.00 List 25c Dozen to 5.00 List	Set- Small List Set- Large Plus 10%	69\$1.75 69B\$1.50 247\$2.00 5\$ .50 14\$2.00 STEEL—Mild, base, 8c; Tool, 20c; Drill—Com., 20c.
	- · · · · · · · · · · · · · · · · · · ·	• • • • • • • • • • • • • • • • • • • •

STEEL GOODS-

Hay Forks.  84½B\$1.25  85B\$1.25  084\$1.25	Jr. Header	Forks.	Coke Forks.		Warren.		Scythes.	8B1	4	.90
8472B	J0184	1.85 7	10 · · · · ·	2.50 W	Hoes.	Bush	& Weed.	1.50 SB1	6	1.00
084 1.25	J0185	1.40 7	14	8.00 W	7 1/2	1.00 Clipp	er	1.65 M	alleable Rai	kes.
0841/2 1.25	Header Fo	orks.	Shavings Fork	ks. W	8	1.10 8	nith's Hoe	8. 14B	CM CM Lawn Rake	# .50 .60
084B 1.25 084 B 1.25 085B 1.25	R0154	1.65	06L	32.10	Ladies'.	50A	••••••	¥ .90	Lawn Rake	<b>S</b> .
085B 1.25	R01541/2	1.65	Fish Forks.	- 45 L	75	.65 NO7	Nursery.	8 85 24	Lawn Rake	\$ .75
045B 1.50	Alfalfa Fo	1.00	· ····································	' ''' R	Riveted.	.40 GF0	German.	Woo Woo		.50
C041/2 1.28 C05 1.50	A0184 %	\$1.50	Stone.		Socket.	GE2	O	\$ .88	Asphalt.	89 95
C05 1.50	Ensilage F	orks.	9R	2.25 GC	)78	.90 AE3	E	8 .60	Turf.	<b>42.2</b> 0
Barley Forks.			Potato Hook	GC	078X			· · · · · Ede	er	\$1.00
B0185\$1.85 B0505 2.25	C1717L				Beebe.	ام	Mortar.		Dandalian	•
B0505 2.25  Manure Forks. 44½ \$1.25 044½ 1.8 4D 1.85 04D 1.50 44½ 1.10 40X 1.25 054½ 1.65	Spading F	orks. 4	BHD	1.10 BI	36	75 810	mortal.	1.25 Spu	A a	. 95
44 14	OL4	\$1.50	GNR	1.25	307g	M21	,	1.00		
044 1/2 1.8	OL4X	1.85 5	ŎP	1.85 1P	weeu.	.40 M29		1.20	FIGTAL MALE	i .
1.80 04D 1.60	OLDX	1.40 5	MP	.60 2P		.45	Invincible.	2 :	æ	.50
44 1/4 X 1.10	05H4	2.00	OHD	81.65 AP		.85 1905		\$1.10 SPF		1.65
4DX 1.25	Potato Fo	rks. E	Ioes-Planter	Eye. 21	PF	.60 B11				
					Acme.	B18		1.15 FSD	loral Shove	. <b>8</b> .65
06434 1.90	FUOD	1.00	Scallie.	_ I A		.95 B15	••••••	1.25	Floral Hoes	L.
Header Forks. 03144 1.50 08144 44 1.50 08154 44 1.40	308 Sinice Lo	22 25 X	G8	.90	Mattock.	100	Steel.	TY4	Floral Hoes Floral Rake	. \$ .55
Header Forks.	210	2.50 B	§	1.15 DI	E8	.70 12C		.85	Floral Rake	8.
08144 4 1.50	212	2.75 A	I	.90	Snathes.	140		.90 GR6		. \$ .85
08154½ 1.40 08155 1.50	Stone For	rks.	78X	.75 10	0	1.50 SB12		.85 112	Clam Rakes	. <b>82</b> .60
V0100 1.00										
STONES-CARBOR	UNDUM—				FACKS—Bulk					_
No. 76		No. 128.		.75 .65	Wire 8 our Wire 4 our	on and law	man man lh			9.0
No. 107 No. 108				.50	Blued Doub	ole Point.	ger, per 12.	, , , , , , , , , , , , , , , , , , ,		85 85
No. 109	1.00	No. 131.		.50	Blued Doub Blue Uphol Blue Uphol	ster 2 to	8 ounce, p	er lb		85
No. 110	1.25			.50 .50	Galvanized	ster 4 our	ce and la	rger, per	Ib	85 40
No. 111 No. 112		No. 144		.50	Bill Posters	4 ounce	and larger,	per lb	per ib	80
No. 118	60	No. 145.		.80	In Packag	ge <del>s</del>		_		
No. 115	\$1.25	No. 140.		. <b>3</b> 0 . <b>3</b> 0	Blued or	Tind.	• 05	3 oz. and	larger 1/4 ll	b05
No. 116 No. 117	1.25			.15	Dbl. Point Wire 1/4 lb	78 10	.05	Gimp	larger % II	b10
No. 118	1.00		• • • • • • • • • • •	.65 .60	Wire 1/4 lb	,	.10	1 to 8 oz	. 1/2 lb	.\$ .10
No. 119	1.00			.40	Blued Cu 11/2 to 21/2		• 10	4 oz. and	larger 1/4 ll larger 1/4 ll	b05
No. 120 No. 191	75			.85	173 10 273	Oz. 78 ID.	• .10	4 OZ. ADQ	mrger % ii	D10
110. 161				.00	TOTAL CONTRACT					
No. 120 No. 121 No. 122				.00	TENTS-			0.00	10.00	Dalas
STOVESCommon	Air-Tights-				Size			8-oz.	10-oz.	Poles
STOVES—Common No. 16 Unlined.	Air-Tights	No. 22 No. 24	Lined\$ Lined	4,50 <b>5.00</b>	Size 7x7 7x9			9.60 10.40	10-oz. \$11.20 13.25	Poles \$1.60 1.60
STOVES—Common No. 16 Unlined. No. 18 Unlined. No. 20 Lined	Air-Tights	No. 22 No. 24 No. 26	Lined\$ Lined	4,50 5.00 6.00	Size 7x7 7x9 9x9			\$ 9.60 10.40 18.15	\$11,20 18.25 15.35	\$1.60 1.60 1.60
STOVES—Common No. 16 Unlined. No. 18 Unlined. No. 20 Lined STRETCHERS—Wi	Air-Tights	No. 22 No. 24 No. 26	Lined\$ Lined	4,50 5.00 6.00	Size 7x7 7x9 9x9 9½x12	· · · · · · · · · · · · · · · · · · ·		9.60 10.40 18.15 15.50	\$11,20 18.25	\$1.60 1.60
STOVES—Common No. 16 Unlined. No. 18 Unlined. No. 20 Lined	Air-Tights	No. 22 No. 24 No. 26	Lined\$ Lined	4,50 5.00 6.00	8ize 7x7 7x9 9x9 9½x12 12x14 12x18			9.60 10.40 18.15 15.50 20.75 25.80	\$11,20 18.25 15.35 18.05 24.25 29.95	\$1.60 1.60 1.60 2.00 2.85 2.70
STOVES—Common No. 16 Unlined. No. 18 Unlined. No. 20 Lined STRETCHERS—WI Giant (Tackle Bl	Air-Tights\$2.25 8.00 4.00 re-Elwood, \$1 k), \$2.50.	No. 22 No. 24 No. 26 1.25; Star	Lined\$ Lined Lined (No. 482),\$1	4,50 5.00 6.00 .75;	7x7 7x9 9x9 9½x12 12x14 12x18 14x16			9.60 10.40 13.15 15.50 20.75 25.80 27.25	\$11,20 13,25 15,85 18,05 24,25 29,95 80,95	\$1.60 1.60 1.60 2.00 2.35 2.70 8.80
STOVES—Common No. 16 Unlined. No. 18 Unlined. No. 20 Lined STRETCHERS—Wi Giant (Tackle B) STOCKS & DIES— Green River List	Air-Tights\$2.25 \$2.25 \$.00 4.00 re-Elwood, \$1 k), \$2.50. - plus 25%	No. 22 No. 24 No. 26 1.25; Star	Lined\$ Lined Lined (No. 482),\$1	4,50 5.00 6.00 .75;	7x7 7x9 9x9 9x4 x12 12x14 12x18 14x16 14x20 16x18			\$ 9.60 10.40 18.15 15.50 20.75 25.80 27.25 88.85 87.15	\$11.20 13.25 15.35 18.05 24.25 29.95 30.95 89.80 48.70	\$1.60 1.60 2.00 2.85 2.70 8.80 8.60 8.90
STOVES—Common No. 16 Unlined. No. 18 Unlined. No. 20 Lined STRETCHERS—Wi Giant (Tackle Bl STOCKS & DIES— Green River List Little Glant, List Armstrong No. 1	Air-Tights\$2.25 \$2.25 \$.00 4.00 re-Elwood, \$1 k), \$2.50. - plus 25% plus 25% pipe \$5.85	No. 22 No. 24 No. 26 1.25; Star Common No. 2 Stocks O	Lined\$ Lined	4,50 5,00 6,00 .75; 7,75	7x7 7x9 9x9 9x4 x12 12x14 12x18 14x16 14x20 16x18			\$ 9.60 10.40 18.15 15.50 20.75 25.80 27.25 88.85 87.15	\$11,20 13.25 15.85 18.05 24.25 29.95 30.95 89.80 47.75	\$1.60 1.60 2.00 2.35 2.70 8.80 8.60 8.90
STOVES—Common No. 16 Unlined. No. 18 Unlined. No. 20 Lined STRETCHERS—Wi Giant (Tackle B) STOCKS & DIES—Green River List Little Giant, List Armstrong No. 1 No. 2	Air-Tights—\$2.25 \$2.25 \$2.00 \$00 \$2.50. -plus 25% plus 25% pipe \$5.85 7.80	No. 22 No. 24 No. 26 1.25; Star Common No. 2 Stocks C	Lined\$ Lined	4.50 5.00 6.00 .75; 7.75 9.90	7x7 7x9 9x9 12x14 12x14 12x18 14x16 14x20 16x18 16x20 16x24 16x20			9.60 10.40 18.15 15.50 20.75 25.80 27.25 88.85 97.15 40.90 46.00	\$11.20 13.25 15.35 18.05 24.25 29.95 30.95 89.80 48.70	\$1.60 1.60 2.00 2.85 2.70 8.80 8.60 8.90
STOVES—Common No. 16 Unlined. No. 18 Unlined. No. 20 Lined. STRETCHERS—Wi Giant (Tackle Bl STOCKS & DIES— Green River List Little Giant, List Armstrong No. 1 No. 2 No. 2½	Air-Tights—	No. 22 No. 24 No. 26 1.25; Star  Common No. 2 Stocks O Common No. 2 Armstron	Lined	4,50 5,00 6,00 .75; 7,75 9,90 2,50 4,25 8,50	7x7 7x9 9x9 9½x12 12x14 12x18 14x16 14x20 16x18 16x20 16x24 16x30 A or Wee	ige—		\$ 9.60 10.40 18.15 15.50 20.75 25.80 27.25 83.85 87.15 40.90 46.00 56.40	\$11,20 13,25 15,35 18,05 24,25 29,95 30,95 89,80 43,70 47,75 54,25 65,80	\$1.60 1.60 2.00 2.35 2.70 8.80 8.60 8.90 4.20 4.50
STOVES—Common No. 16 Unlined. No. 18 Unlined. No. 20 Lined. STRETCHERS—Wi Giant (Tackle Bl STOCKS & DIES— Green River List Little Giant, List Armstrong No. 1 No. 2 No. 3, 14 to 2.	Air-Tights—\$2.25 \$2.00 \$4.00 \$4.00 \$2.50. 	No. 22 No. 24 No. 26 1.25; Star Common No. 2 Stocks O Common No. 2 Armstron	Lined	4.50 6.00 6.00 .75; 7.75 9.90 2.50 4.25 8.50	7x7 7x9 9x9 9x12 12x14 12x18 14x16 14x20 16x18 16x20 16x24 16x30 A or Wee 5x7, 8 oz.	lge—		\$ 9.60 10.40 18.15 15.50 20.75 25.80 27.25 83.85 87.15 40.90 46.00 56.40	\$11,20 13,25 15,35 18,05 24,25 29,95 30,95 89,80 43,70 47,75 54,25 65,80	\$1.60 1.60 2.00 2.35 2.70 8.80 8.60 8.90 4.20 4.50
STOVES—Common No. 16 Unlined. No. 18 Unlined. No. 20 Lined. STRETCHERS—Wi Giant (Tackle Bl STOCKS & DIES— Green River List Little Glant, List Armstrong No. 1 No. 2 No. 3, 1½ to 2. No. 3, 1 to 2 Dies—Solid pi	Air-Tights—\$2.25 	No. 22 No. 24 No. 26 1.25; Star  Common No. 2 Stocks C Common No. 2 Armstron No. 3 off. Arr	Lined	4.50 6.00 6.00 .75; 7.75 9.90 2.50 4.25 8.50	7x7 7x9 9x9 9x12x14 12x18 14x16 14x20 16x18 16x20 16x24 16x30 A or Wee 5x7, 8 oz. 7x7, 8 oz. 7x9, 8 os.	ige—	\$6.00 7.55 9.05	\$ 9.60 10.40 18.15 15.50 20.75 25.80 27.25 88.85 87.15 40.90 46.00 56.40 5x7, 10 or 7x7, 10 or 7x7, 10 or	\$11,20 13.25 15.35 18.05 24.25 29.95 39.95 89.30 43.70 47.75 54.25	\$1.60 1.60 1.60 2.00 2.35 2.70 8.80 8.90 4.20 4.50
STOVES—Common No. 16 Unlined. No. 18 Unlined. No. 20 Lined. STRETCHERS—WI Giant (Tackle Bl STOCKS & DIES—Green River List Little Glant, List Armstrong No. 1 No. 2 No. 3, 1 1/4 to 2. No. 3, 1 1/4 to 2. Dies—Solid pip 20% off. S	Air-Tights—	No. 22 No. 24 No. 26 1.25; Star  Common No. 2 Stocks C Common No. 2 Armstron No. 3 off. Arr	Lined	4.50 6.00 6.00 .75; 7.75 9.90 2.50 4.25 8.50	7x7 7x9 9x9 9x12 12x14 12x18 14x16 14x20 16x18 16x20 16x24 16x30 A or Wee 5x7, 8 oz.	ige—	\$6.00 7.55 9.05	\$ 9.60 10.40 18.15 15.50 20.75 25.80 27.25 88.85 87.15 40.90 46.00 56.40 5x7, 10 or 7x7, 10 or 7x7, 10 or	\$11.20 13.25 15.85 18.05 24.25 29.95 80.95 89.80 43.70 47.75 54.25 65.80	\$1.60 1.60 1.60 2.00 2.35 2.70 8.80 8.90 4.20 4.50
STOVES—Common No. 16 Unlined. No. 18 Unlined. No. 20 Lined  STRETCHERS—Wi Giant (Tackle Bl STOCKS & DIES— Green River List Little Giant, List Armstrong No. 1 No. 2 No. 2 No. 3, 1½ to 2. No. 3, 1½ to 2. Dies—Solid pip 20% off. S STOP AND WAST	Air-Tights—\$2.25	No. 22 No. 24 No. 26 1.25; Star Common No. 2 Stocks C Common No. 2 Armstron No. 3 off. Arras	Lined	4.50 5.00 6.00 .75; 7.75 9.90 2.50 4.25 8.50 5.85 only	Size 7x7 7x9 9x9 9½x12 12x14 12x18 14x16 14x20 16x18 16x20 16x24 16x30 A or Wet 5x7, 8 oz 7x7, 8 oz 7x7, 8 os 7x7, 8 os 7x7, 8 os 7x7, 8 os	ige— rice of ten Pipe—Cyl	\$6.00 7.55 9.05 t. Pins,	\$ 9.60 10.40 13.15 15.50 20.75 25.80 27.25 83.85 37.15 40.90 46.00 56.40 5x7, 10 or 7x7, 10 or 7x9, 10 or 8c each.	\$11.20 13.25 15.35 18.05 24.25 29.95 80.95 89.80 43.70 47.75 54.25 65.80	\$1.60 1.60 2.00 2.35 2.70 3.80 3.60 3.90 4.20 4.50 .\$6.95 . 8.80 . 10.60
STOVES—Common No. 16 Unlined. No. 18 Unlined. No. 20 Lined. STRETCHERS—Wi Giant (Tackle Bl STOCKS & DIES— Green River List Little Glant, List Armstrong No. 1 No. 2 No. 3, 1 1/4 to 2. No. 3/4 to 2. Dies—Solid pip 20% off. S STOP AND WASTI Rough Brass, No. 20 Leve	Air Tights	No. 22 No. 24 No. 26 1.25; Star  Common No. 2 Stocks O Common No. 2 Armstron No. 3 off. Arris only, 35	Lined	4.50 6.00 6.00 .75; 7.75 9.90 4.25 8.50 5.8b only	7x7 7x9 9x9 9x12 12x14 12x14 12x18 14x16 14x20 16x20 16x24 16x30 A or Wed 5x7, 8 os. 7x7, 8 os. 7x7, 8 os. Flys—½ n TEES—Stove Asbestos	rice of ten Pipe—Cyl	\$6.00 7.55 9.05 t. Pins,	\$ 9.60 10.40 13.15 15.50 20.75 25.80 27.25 83.85 87.15 40.90 46.00 58.40 5x7, 10 or 7x7, 10 or 7x7, 10 or 7x9, 10 or	\$11.20 18.25 15.85 18.05 24.25 29.95 30.95 89.80 43.70 47.75 54.25 65.80	\$1.60 1.60 2.00 2.85 2.70 3.80 3.90 4.20 4.50 .\$6.95 . 8.80 . 10.60
STOVES—Common No. 16 Unlined. No. 18 Unlined. No. 20 Lined. STRETCHERS—Wi Giant (Tackle Bl STOCKS & DIES— Green River List Little Giant, List Armstrong No. 1 No. 2 No. 2½ No. 3, 1½ to 2 Dies—Solid pi 20% off. 8 STOP AND WASTI Rough Brass, No. 20 Leve 4 inch.	Air Tights	No. 22 No. 24 No. 26 1.25; Star  Common No. 2 Stocks O Common No. 3 off. Arr s only, 35 areads No.	Lined	4.50 5.00 6.00 .75; 7.75 9.90 2.50 4.25 8.58 5.88 5.88 5.89 5.89 5.89	Size 7x7 7x9 9x9 9½x12 12x14 12x18 14x16 14x20 16x18 16x20 16x24 16x30 A or Wee 5x7, 8 oz. 7x7, 8 oz. 7x7, 8 oz. 7x7, 8 oz. 7x8, 8 oz. 7x9, 8 oz.	ige— rice of ten Pipe—Cyli 6 inch—	\$6.00 7.55 9.05 t. Pins, inder—	\$ 9.60 10.40 13.15 15.50 20.75 25.80 27.25 88.85 37.15 46.00 56.40 5x7, 10 or 7x7, 10 or 7x9, 10 or 8c each. Adjusta 4 to 8 6 to 12	\$11.20 18.25 15.35 18.05 24.25 29.95 30.95 39.20 48.70 47.75 54.25 65.80	\$1.60 1.60 2.00 2.85 2.70 3.80 3.60 8.90 4.20 4.50 .\$6.95 . 8.80 . 10.60
STOVES—Common No. 16 Unlined. No. 18 Unlined. No. 20 Lined  STRETCHERS—Wi Giant (Tackle Bl STOCKS & DIES— Green River List Little Giant, List Armstrong No. 1 No. 2 1 No. 3, 1 16 2 Dies—Solld pi 20% off. S STOP AND WASTI Rough Brass, No. 20 Leve ½ inch No. 30 High G	Air-Tights	No. 22 No. 24 No. 26 1.25; Star  Common No. 2 Stocks O Common No. 2 Armstron No. 3 off. Arr s only, 35 areads No. 4 inch. 1 inch. 2 inch. 2 inch. 2 inch.	Lined	4.50 5.00 6.00 .75; 7.75 9.90 2.50 4.25 8.58 5.88 5.88 5.89 5.89 5.89	7x7 7x9 9x9 9x12 12x14 12x18 14x16 14x20 16x24 16x20 16x24 16x30 A or Wee 5x7, 8 os. 7x7, 8 os. 7x7, 8 os. 7x9, 8 os. Flys—½ n TEES—Stove Aabestos 6x4, each 6x6, each	rice of ten Pipe—Cyli 6 inch—	\$6.00 7.55 9.05 t. Pins, sinder— \$.90 1.25	\$ 9.60 10.40 13.15 15.50 20.75 25.80 27.25 83.85 87.15 40.90 46.00 56.40 5x7, 10 or 7x7, 10 or 7x7, 10 or 7x7, 10 or 7x9, 10 or 7x9, 10 or 6 each.	\$11.20 18.25 15.85 18.05 24.25 29.95 30.95 89.80 43.70 47.75 54.25 65.80 	\$1.60 1.60 2.00 2.85 2.70 8.80 8.60 8.90 4.20 4.50 .\$6.95 . 8.80 . 10.60
STOVES—Common No. 16 Unlined. No. 18 Unlined. No. 20 Lined. STRETCHERS—Wi Giant (Tackle Bl STOCKS & DIES— Green River List Little Giant, List Armstrong No. 1 No. 2 No. 2 No. 3, 1½ to 2 Dies—Solid pi 20% off. STOP AND WAST! Rough Brass, No. 20 Leve ½ inch No. 30 High G Rough Brass Rough Brass No. 30 High G Rough Brass	Air Tights	No. 22 No. 24 No. 26 1.25; Star Common No. 2 Stocks C Common No. 3 off. Arr only, 35 areads No. % inch. 1 inch pattern T Trreads	Lined	4.50 5.00 6.00 .75; 7.75 9.90 2.50 4.25 8.50 5.8a only	Size 7x7 7x9 9x9 9x12 12x14 12x18 14x16 14x20 16x18 16x20 16x24 16x30 A or Wee 5x7, 8 os. 7x7, 8 os. 7x7, 8 os. Flys—1/2 or Abbestos 6x4, each 6x6, each 8x6, each	rice of ten Pipe—Cyli 6 inch—	\$6.00 7.55 9.05 t. Pins, sinder— \$.90 1.25 1.65	\$ 9.60 10.40 13.15 15.50 20.75 25.80 27.25 83.85 87.15 40.90 46.00 56.40 5x7, 10 or 7x7, 10 or 7x7, 10 or 7x7, 10 or 7x9, 10 or 7x9, 10 or 8c each.	\$11.20 18.25 15.85 18.05 24.25 29.95 30.95 89.80 43.70 47.75 54.25 65.80	\$1.60 1.60 2.00 2.35 2.75 3.80 3.60 3.90 4.20 4.50 .\$6.95 .\$8.80 .10.60
STOVES—Common No. 16 Unlined. No. 18 Unlined. No. 20 Lined. STRETCHERS—Wi Giant (Tackle Bl STOCKS & DIES— Green River List Little Glant, List Armstrong No. 1 No. 2 No. 3, 1½ to 2. Dies—Solid pi 20% off. STOP AND WASTI Rough Brass, No. 20 Leve ½ inch No. 30 High G Rough Brass ½ inch	Air-Tights—\$2.25	No. 22 No. 24 No. 26 1.25; Star  Common No. 2 Stocks O Common No. 2 Armstron No. 3 off. Arrs only, 35  areads No. 2 inch Pattern T Chreads 4 inch Chreads 4 inch	Lined	4.50 6.00 6.00 .75; 7.75; 7.75 9.90 4.25 8.50 5.80 5.80 9.90 9.90 9.90 9.90 9.90 9.90 9.90 9	Size	rice of ten Pipe—Cyll 6 inch—	\$6.00 7.55 9.05 t. Pins, inder— \$.90 1.25 1.65 1.75 Each, 6x4	\$ 9.60 10.40 113.15 15.50 20.75 25.80 27.25 83.85 87.15 40.90 46.00 56.40 5x7, 10 or 7x9, 10 or 8c each. Adjusta 4 to 8 Adjusta 6 to 12	\$11.20 18.25 15.85 18.05 24.25 29.95 30.95 39.30 43.70 47.75 54.25 65.80 ble 6 inch—	\$1.60 1.60 1.60 2.00 2.35 3.80 3.90 8.90 4.50 .\$6.95 .\$8.80 .10.60
STOVES—Common No. 16 Unlined. No. 18 Unlined. No. 20 Lined. STRETCHERS—Wi Giant (Tackle Bl STOCKS & DIES— Green River List Little Giant, List Armstrong No. 1 No. 2 No. 3, 1½ to 2. No. 3, 1½ to 2. No. 3, 1½ to 2. Dies—Solid pir 20% off. S STOP AND WASTI Rough Brass, No. 20 Leve ½ inch No. 30 High G Rough Brass ½ inch % inch	Air-Tights	No. 22 No. 24 No. 26 1.25; Star  Common No. 2 Stocks Common No. 3 Armstron No. 3 off. Arrs only, 35 areads No.  inch. linch. Pattern T Chreads inch. linch. linch.	Lined\$ Lined	4.50 5.00 6.00 7.75; 7.75 9.90 4.25 8.50 8.50 8.00 1e— 2.50 8.75	Size 7x7 7x9 9x9 9x12x14 12x18 14x16 14x20 16x18 16x20 16x24 16x30 A or Wee 5x7, 8 os. 7x7, 8 os. 7x7, 8 os. Flys—1/2 or Asbestos 6x4, each 6x6, each 6x6, each 8x6, each 8x6, each 8x75, 8x6, 75c.	rice of ter Pipe—Cyli 6 inch—	\$6.00 7.55 9.05 t. Pins, sinder— \$.90 1.25 1.65 1.75 Each, 6x4 dj. Stove I	\$ 9.60 10.40 13.15 15.50 20.75 225.80 27.25 83.85 87.15 40.90 46.00 56.40 5x7, 10 or 7x7, 10 or 7x9, 10 or 7x9, 10 or 7x9, 10 or 7x9, 10 or 8c each. Adjusta 6 to 12 Adjusta 6 to 12	\$11.20 18.25 15.85 18.05 24.25 29.95 30.95 39.30 43.70 47.75 54.25 65.80 ble 6 inch—	\$1.60 1.60 1.60 2.00 2.35 3.80 3.90 8.90 4.50 .\$6.95 .\$8.80 .10.60
STOVES—Common No. 16 Unlined. No. 18 Unlined. No. 20 Lined. STRETCHERS—Wi Giant (Tackle Bl STOCKS & DIES— Green River List Little Giant, List Armstrong No. 1 No. 2 No. 3, 1½ to 2. No. 3, 1½ to 2. No. 3, 1½ to 2. Dies—Solid pir 20% off. S STOP AND WASTI Rough Brass, No. 20 Leve ½ inch No. 30 High G Rough Brass ½ inch % inch % inch % inch	Air-Tights	No. 22 No. 24 No. 26 1.25; Star  Common No. 2 Stocks Common No. 3 Armstron No. 3 off. Arrs only, 35 areads No.  inch. linch. Pattern T Chreads inch. linch. linch.	Lined\$ Lined	4.50 5.00 6.00 7.75; 7.75 9.90 4.25 8.50 8.50 8.00 1e— 2.50 8.75	Sixe 7x7 7x9 9x9 9½x12 12x14 12x18 14x16 14x20 16x24 16x30 A or Wed 5x7, 8 ox. 7x7, 8 ox. 7x7, 8 ox. Flys—½ n TTEES—Stove Asbestos 6x6, each. 6x6, each. 6x6, each. THIMBLES—\$1.65; 8x6, \$x6, \$x6, \$x6, \$x6, \$x6, \$x6, \$x6, \$x6,	rice of ter Pipe—Cyli 6 inch—	\$6.00 7.55 9.05 t. Pins, sinder— \$.90 1.25 1.65 1.75 Each, 6x4 dj. Stove I	\$ 9.60 10.40 13.15 15.50 20.75 225.80 27.25 83.85 87.15 40.90 46.00 56.40 5x7, 10 or 7x7, 10 or 7x9, 10 or 7x9, 10 or 7x9, 10 or 7x9, 10 or 8c each. Adjusta 6 to 12 Adjusta 6 to 12	\$11.20 18.25 15.85 18.05 24.25 29.95 30.95 39.30 43.70 47.75 54.25 65.80 ble 6 inch—	\$1.60 1.60 1.60 2.00 2.35 3.80 3.90 8.90 4.50 .\$6.95 .\$8.80 .10.60
STOVES—Common No. 16 Unlined. No. 18 Unlined. No. 20 Lined. STRETCHERS—Wi Giant (Tackle Bl STOCKS & DIES— Green River List Little Giant, List Armstrong No. 1 No. 2 No. 2 No. 3, 1 to 2 Dies—Solid pi 20% off. 8 STOP AND WASTI Rough Brass, No. 20 Leve ½ inch No. 30 High G Rough Brass ½ inch STRIP—Weather—STRIP—Weather—SUPPORTS—Wago	Air Tights	No. 22 No. 24 No. 26 1.25; Star  Common No. 2 Stocks C Common No. 3 off. Arr s only, 35 areads No. % inch. 1 inch. Pattern T Frreads % inch. 1 inch. 3c per	Lined	4.50 6.00 6.00 75; 7.75; 9.90 2.50 4.25 8.50 only 0 or 2.00 8.00 1e-2.50 3.75;	Size 7x7 7x9 9x9 9x12x14 12x18 14x16 14x20 16x18 16x20 16x24 16x30 A or Wee 5x7, 8 os. 7x7, 8 os. 7x7, 8 os. Flys—1/2 or Asbestos 6x4, each 6x6, each 6x6, each 8x6, each 8x6, each 8x75, 8x6, 75c.	rice of ten Pipe—Cyli 6 inch—  Asbestos— \$1.75. A	\$6.00 7.55 9.05 t. Pins, sinder— \$.90 1.25 1.65 1.75 Each, 6x4 dj. Stove I	\$ 9.60 10.40 13.15 15.50 20.75 225.80 27.25 83.85 87.15 40.90 46.00 56.40 5x7, 10 or 7x7, 10 or 7x7, 10 or 7x7, 10 or 7x9, 10 or 3c each. Adjusta 4 to 8 6 to 12 Adjusta 6 to 12 90e; 6	\$11.20 18.25 15.85 18.05 24.25 29.95 30.95 89.80 43.70 47.75 54.25 65.80 	\$1.60 1.60 2.00 2.35 3.80 3.80 3.80 3.80 3.90 4.50 .\$6.95 .\$8.80 .10.60
STOVES—Common No. 16 Unlined. No. 18 Unlined. No. 20 Lined. STRETCHERS—Wi Giant (Tackle Bl STOCKS & DIES— Green River List Little Giant, List Armstrong No. 1 No. 2 No. 3, 1½ to 2. No. 3, 1½ to 2. No. 3, 1½ to 2. Dies—Solid pir 20% off. S STOP AND WASTI Rough Brass, No. 20 Leve ½ inch No. 30 High G Rough Brass ½ inch % inch % inch % inch	Air Tights	No. 22 No. 24 No. 26 1.25; Star  Common No. 2 Stocks C Common No. 3 Armstron No. 3 off. Arr i only, 35 areads No. 4 inch. 1 inch. 2 inch. 1 inch. 1 inch. 2 inch. 1 inch. 3 inch. 1 inch. 3 inch. 1 inch. 3 inch.	Lined	4.50 6.00 6.00 6.00 7.75; 7.75 9.90 4.25 8.50 4.25 8.50 1e- 2.50 3.75 ft.	Size 7x7 7x9 9x9 9½x12 12x14 12x18 14x16 14x20 16x18 16x20 16x20 16x30 A or Wec 5x7, 8 oz 7x7, 8	rice of ten Pipe—Cyli 6 inch—  Asbestos— \$1.75. A  Flue—6-in GUAGES— n Roofing,	\$6.00 7.55 9.05 t. Pins, inder— \$.90 1.25 1.65 1.75 Each, 6x4 dj. Stove I	\$ 9.60 10.40 118.15 15.50 20.75 25.80 27.25 88.85 87.15 40.90 46.00 56.40  5x7, 10 or 7x7, 10 or 7x9, 10 or 8c each.  Adjusta 4 to 8 Adjusta 6 to 12 Adjusta 6 to 12  Adjusta	\$11.20 18.25 15.35 18.05 24.25 29.95 30.95 39.20 43.70 47.75 54.25 65.80 ble 6 inch—  ble 7 inch—  la 6, \$1.25;  8, 50c; 6	\$1.60 1.60 2.00 2.85 2.70 8.80 8.90 4.20 4.50 .\$69 .10.60
STOVES—Common No. 16 Unlined. No. 18 Unlined. No. 20 Lined. STRETCHERS—Wi Giant (Tackle Bl STOCKS & DIES— Green River List Little Giant, List Armstrong No. 1 No. 2 No. 3, 1 % to 2 Dies—Solld pi 20% off. S STOP AND WAST! Rough Brass, No. 20 Leve ½ inch No. 30 High G Rough Brass ½ inch STRIP—Weather— SUPPORTS—Wagon No. in Price 1 % \$1.50 SWEEPERS—Carpe	Air Tights	No. 22 No. 24 No. 26 1.25; Star  Common No. 2 Stocks C Common No. 2 Armstron No. 3 off. Arr i only, 35 areads No. 4 inch. 1 inch. 2 inch. 1 inch. 3c per Price \$2.00	Lined	4.50 5.00 .75; 7.75 9.90 2.50 4.25 8.50 5.8a only	Size 7x7 7x9 9x9 9x12 12x14 12x18 14x16 14x20 16x24 16x30 A or Wed 5x7, 8 oz. 7x7, 8 oz. 7x7, 8 oz. 7x9, 8 oz. Flys—1/2 n TTEES—Stove Asbestos 6x6, each. 6x6, each. 6x6, each. THIMBLES— TOONGS—Vuid	rice of ten Pipe—Cyli 6 inch—  Asbestos— \$1.75. A  Flue—6-in GUAGES— n Roofing, an Chain-	\$6.00 7.55 9.05 t. Pins, inder— \$.90 1.25 1.65 1.75, Each, 6x4 dj. Stove I ., 10c; 7 -40% above 1 30c per st	\$ 9.60 10.40 118.15 15.50 20.75 25.80 27.25 88.85 87.15 40.90 46.00 56.40  5x7, 10 or 7x7, 10 or 7x9, 10 or 8c each.  Adjusta 4 to 8 Adjusta 6 to 12 Adjusta 6 to 12  Adjusta	\$11.20 18.25 15.35 18.05 24.25 29.95 30.95 39.20 43.70 47.75 54.25 65.80 ble 6 inch—  ble 7 inch—  la 6, \$1.25;  8, 50c; 6	\$1.60 1.60 2.00 2.85 2.70 8.80 8.90 4.20 4.50 .\$69 .10.60
STOVES—Common No. 16 Unlined. No. 18 Unlined. No. 20 Lined. STRETCHERS—Wi Giant (Tackle Bl STOCKS & DIES— Green River List Little Giant, List Armstrong No. 1 No. 2 No. 3, 1½ to 2 No. 3, 1½ to 2 Dies—Solid pi 20% off. STOP AND WASTI Rough Brass. No. 20 Leve ½ inch No. 30 High G Rough Brass ¼ inch STRIP—Weather— SUPPORTS—Wagon No. in. Price 1 % \$1.50 SWEEPERS—Carpe Universal.	Air-Tights	No. 22 No. 24 No. 26 1.25; Star  Common No. 2 Stocks C Common No. 3 off. Arr i only, 35 areads No. 4 inch. 1 inch. 2 inch. 1 inch. 3 per Price \$2.00  American	Lined	4.50 5.00 6.00 7.75; 7.75 9.90 4.25 8.50 8.50 8.00 1e- 2.50 8.75; ft.	Size 7x7 7x9 9x9 9½x12 12x14 12x18 14x16 14x20 16x18 16x20 16x24 16x30 A or Wec 5x7, 8 oz 7x7, 8	rice of ter Pipe—Cyli 6 inch— \$1.75. A Flue—6-in GUAGES— an Chain- ; 34, \$11.	\$6.00 7.55 9.05 t. Pins, sinder— \$.90 1.25 1.65 1.75 Each, 6x4 dj. Stove I ., 10c; 7—40% abov 30c per ab. -31, \$3.50	\$ 9.60 10.40 13.15 15.50 20.75 225.80 27.25 83.85 87.15 40.90 46.00 56.40 5x7, 10 or 7x7, 10 or 7x7, 10 or 7x9, 10 or 7x9, 10 or 8c each. Adjusta 4 to 8 6 to 12 1 90e; 6 Pipe—4 to in., 10c. te list prices. 10; 82, \$5	\$11.20 18.25 15.35 18.05 24.25 29.95 30.95 89.80 43.70 47.75 54.25 65.80 8	\$1.60 1.60 2.00 2.85 2.70 3.80 3.60 3.90 4.20 4.50 .\$6.95
STOVES—Common No. 16 Unlined. No. 18 Unlined. No. 20 Lined. STRETCHERS—Wi Giant (Tackle Bl STOCKS & DIES— Green River List Little Giant, List Armstrong No. 1 No. 2 No. 3, 1 % to 2 Dies—Solld pi 20% off. S STOP AND WAST! Rough Brass, No. 20 Leve ½ inch No. 30 High G Rough Brass ½ inch STRIP—Weather— SUPPORTS—Wagon No. in Price 1 % \$1.50 SWEEPERS—Carpe	Air-Tights	No. 22 No. 24 No. 26 1.25; Star  Common No. 2 Stocks C Common No. 3 Armstron No. 3 Armstron No. 3 Armstron Toniy, 35 streads No. 4 inch. 1 inch. 2 inch. 1 inch. 3c per Price \$2.00  American Club.	Lined	4.50 5.00 .75; 7.75 9.90 2.50 4.25 5.8b only 2.00 8.00 1e- 2.50 8.75 ft.	Size 7x7 7x9 9x9 9x12 12x14 12x18 14x16 14x20 16x24 16x30 A or Wed 5x7, 8 oz. 7x7, 8 oz. 7x7, 8 oz. 7x9, 8 oz. Flys—1/2 n TTEES—Stove Asbestos 6x6, each. 6x6, each. 6x6, each. THIMBLES— TOONGS—Vuid	rice of ten Pipe—Cyli 6 inch— \$1.75. A Flue—6-in GUAGES— n Roofing, an Chain- ; 34, \$11.	\$6.00 7.55 9.05 t. Pins, inder— \$.90 1.25 1.65 1.75 Each, 6x4 dJ. Stove I -40% above 30c per sl -31, \$3.50 0. 31, \$6.5	\$ 9.60 10.40 118.15 15.50 20.75 25.80 27.25 88.85 87.15 40.90 46.00 56.40  5x7, 10 or 7x7, 10 or 7x9, 10 or 8c each.  Adjusta 4 to 8 Adjusta 6 to 12 Adjusta 6 to 12 Company of the company of t	\$11.20 18.25 15.35 15.35 18.05 24.25 29.95 30.95 39.20 43.70 47.75 54.25 65.80  ble 6 inch—  ble 7 inch—  sz6, \$1.25; 8, 50c; 6  ce. 5.00; 88,	\$1.60 1.60 2.00 2.85 2.70 3.80 3.60 3.90 4.20 4.50 .\$6.95
STOVES—Common No. 16 Unlined. No. 18 Unlined. No. 20 Lined. STRETCHERS—Wi Giant (Tackle Bl STOCKS & DIES— Green River List Little Giant, List Armstrong No. 1 No. 2 No. 3, 1½ to 2. No. 3, 1½ to 2. No. 3, 1½ to 2. Dies—Solid pir 20% off. S STOP AND WASTI Rough Brass, No. 20 Leve ½ inch No. 30 High G Rough Brass ½ inch % inch % inch STRIP—Weather—SUPPORTS—Wagon No. in. Price 1 ½ \$1.50 SWEEPERS—Carpe Universal Grand Rap. Jap.	Air Tights	No. 22 No. 24 No. 26 1.25; Star  Common No. 2 Stocks O Common No. 3 off. Arr i only, 35 areads No. 4 inch. 1 inch. 2attern T Chreads 4 inch. 1 inch. 3c per  Price \$2.00  American Club. Parlor Q	Lined	4.50 5.00 6.00 7.75; 7.75 9.90 2.50 4.25 8.50 8.50 8.00 1e	Size 7x7 7x9 9x9 9½x12 12x14 12x18 14x16 14x20 16x18 16x20 16x20 16x30 A or Wec 5x7, 8 oz. 7x7, 8 oz. THIMBLES—Stove Asbestos 6x6, each. 6x6, each. THIMBLES—THIMBLES—THIMBLES—THIMBLES—THIMBLES—THIMBLES—THIMBLES—THIMBLES—Vulce 8x6, each. 3x6, each. THIMBLES—THIMBLES—THIMBLES—THIMBLES—THIMBLES—THIMBLES—THIMBLES—THIMBLES—Vulce 8x8½, \$9.00 TORGHES—CU	rice of ten Pipe—Cyli 6 inch—  Asbestos— \$1.75. A Flue—6-in GUAGES— an Chain- ; 34, \$11. ) & I.—No. 37, \$5.50;	\$6.00 7.55 9.05 t. Pins, sinder— \$.90 1.25 1.65 1.75 Each, 6x4 dj. Stove I ., 10c; 7 -40% abov 30c per ab -31, \$3.50 00. 31, \$4.5, Victor Victor	\$ 9.60 10.40 13.15 15.50 20.75 225.80 27.25 83.85 87.15 40.90 46.00 56.40  5x7, 10 or 7x7, 10 or 7x9, 10 or 7x9, 10 or 3c each.  Adjusta 4 to 8 6 to 12 Adjusta 6 to 12 Colored to in., 10c. e list price list pric	\$11.20 18.25 15.85 18.05 24.25 29.95 30.95 39.80 43.70 47.75 54.25 65.80  ble 6 inch—	\$1.60 1.60 2.00 2.85 2.70 3.80 3.80 3.90 4.20 4.50 .\$6.95 .86.95
STOVES—Common No. 16 Unlined. No. 18 Unlined. No. 20 Lined. STRETCHERS—Wi Giant (Tackle BI STOCKS & DIES— Green River List Little Giant, List Armstrong No. 1 No. 2 No. 3, 1 to 2 No. 3, 1 to 2 No. 3, 1 to 2 Dies—Solid pin 20% off. STOP AND WASTI Rough Brass. No. 20 Leve ½ inch No. 30 High G Rough Brass inch STRIP—Weather—SUPPORTS—Wagon No. in. Price 1 % \$1.50 SWEEPERS—Carpe Universal Grand Rap. Jap Grand Rap. Jap Grand Rap. N. F TAPS—Machine H. 1-16 to 15-64.	Air.\$1.25	No. 22 No. 24 No. 26 1.25; Star  Common No. 2 Stocks C Common No. 2 Armstron No. 3 off. Arr only, 35 areads No. % inch. 1 inch. 2attern T Chreads % inch. 1 inch. 3c per Price \$2.00  American Club Parlor Q 1 1-16	Lined	4.50 5.00 6.00 7.75; 7.75 9.90 2.50 4.25 8.50 8.50 8.00 1e	Size 7x7 7x9 9x9 9½x12 12x14 12x18 14x16 14x20 16x18 16x20 16x20 16x30 A or Wec 5x7, 8 oz. 7x7, 8 o	rice of ten Pipe—Cyll 6 inch— \$1.75. A Flue—6-in GUAGES— n Roofing, can Chain- ; 34, \$11. 37, \$5.50;	\$6.00 7.55 9.05 t. Pins, inder— \$.90 1.25 1.65 1.75 Each, 6x4 dJ. Stove I 40, Stove I 30c per sl -31, \$3.50 0. 31, \$6.5 No. 47, \$ Victor Doz.	\$ 9.60 10.40 118.15 15.50 20.75 25.80 27.25 88.85 87.15 40.90 46.00 56.40  5x7, 10 or 7x7, 10 or 7x9, 10 or 8c each.  Adjusta 4 to 8 Adjusta 6 to 12 Adjusta 6 to 12 Compared to the	\$11.20 18.25 15.35 18.05 24.25 29.95 30.95 39.20 43.70 47.75 54.25 65.80  ble 6 inch—  ble 7 inch—  sz6, \$1.25; 8, \$6.75; N 28, \$2.00.  Newhousehousehousehousehousehousehousehouse	\$1.60 1.60 2.00 2.85 2.70 3.80 3.90 4.20 4.50 .\$69 .10.60 -\$.665 -\$.65 -\$.88 to 12,
STOVES—Common No. 16 Unlined. No. 18 Unlined. No. 20 Lined. STRETCHERS—Wi Giant (Tackle Bl STOCKS & DIES— Green River List Little Giant, List Armstrong No. 1 No. 2 No. 2½ No. 3, 1½ to 2 Dies—Solid pi 20% off. 8 STOP AND WAST! Rough Brass, No. 20 Leve ½ inch % inch % inch % inch STRIP—Weather—SUPPORTS—Wagoi No. in. Price 1 ½ \$1.50 SWEEPERS—Carpe Universal Grand Rap. Jap. Grand Rap. N. F TAPS—Machine Hi 1-16 to 15-64. ½ to 1	Air Tights	No. 22 No. 24 No. 26 1.25; Star  Common No. 2 Stocks O Common No. 2 Armstron No. 3 off. Arr i only, 35 areads No. 4 inch. 1 inch. 2 inch. 1 inch. 3c per Price \$2.00  American Club Parlor Q 1 1.16 Stove	Lined	4.50 5.00 .75; 7.75; 9.90 2.50 4.25 5.8a 5.8a 5.8a 5.8a 5.8a 5.8a 7.75 1.00 8.00 8.00 8.00 8.00 8.00 8.00 8.00	Size 7x7 7x9 9x9 9x12 12x14 12x18 14x16 14x20 16x20 16x20 16x30 A or Wed 5x7, 8 oz. 7x7, 8 oz. 7x7, 8 oz. 7x7, 8 oz. Flys—½ n TTEES—Stove Asbestos 6x4, each. 6x6, each. 6x6, each. 6x6, each. 75c. THIMBLES— \$1.65; 8x6, 75c. THIMBLES— THICKNESS THIMBLES— THICKNESS TONGS—Vulc 33½. \$9.00 TORCHES—C \$5.00; No. TRAPS— No. 0	rice of ten Pipe—Cyli 6 inch—  *1.75. A  Flue—6-in GUAGES— an Chain- ; 34, \$11. ) & L—No 37, \$5.50  Each \$ .20	\$6.00 7.55 9.05 t. Pins, sinder— \$.90 1.25 1.65 1.75 Each, 6x4 dj. Stove I ., 10c; 7 -40% abov 30c per ab -31, \$3.50 00. 31, \$4.5, Victor Victor	\$ 9.60 10.40 13.15 15.50 20.75 225.80 27.25 83.85 87.15 40.90 46.00 56.40 5x7, 10 or 7x7, 10 or 7x7, 10 or 7x7, 10 or 7x7, 10 or 7x7, 10 or 7x9, 10 or 7x9	\$11.20 18.25 15.85 18.05 24.25 29.95 30.95 39.80 43.70 47.75 54.25 65.80  ble 6 inch—	\$1.60 1.60 2.00 2.85 2.70 3.80 3.80 3.90 4.20 4.50 .\$6.95 .86.95
STOVES—Common No. 16 Unlined. No. 18 Unlined. No. 20 Lined. STRETCHERS—Wi Giant (Tackle Bl STOCKS & DIES— Green River List Little Giant, List Armstrong No. 1 No. 2 No. 3, 1 to 2 Dies—Solld pi 20% off. S STOP AND WASTI Rough Brass. No. 20 Leve ½ inch No. 30 High G Rough Brass. Yield Common STRIP—Weather—SUPPORTS—Wagon No. in. Price 1 % \$1.50 SWEEPERS—Carpe Universal Grand Rap. Jap. Grand Rap. Jap. Grand Rap. N. F TAPS—Machine H 1-16 to 15-64. ¼ to 1 1-16 to 2 Left Hnd Dbl list	Air Tights	No. 22 No. 24 No. 26 1.25; Star  Common No. 2 Stocks Common No. 2 Armstrom No. 3 off. Arrivolution of the control of	Lined	4.50 5.00 6.00 7.75; 7.75 9.90 2.50 4.25 8.50 8.50 8.00 1e- 2.75 1t. 2.75 5.00 8.50 5.50 5.50 5.50 5.50 5.50 6.00	Size 7x7 7x9 9x9 9x12 12x14 12x18 14x16 14x20 16x18 16x20 16x30 16x30 A or Wee 5x7, 8 oz. 7x7, 8 oz. 7x7, 8 oz. 7x7, 8 oz. 7x8, 8 oz. Flys—1/2 n TTEES—Stove Asbestos 6x4, each. 6x6, each. 6x6, each. 5x6, each. THIMBLES— THIMBL	rice of ten Pipe—Cyli 6 inch— \$1.75. A Flue—6-in Roofing, an Chain- ; 34, \$11. 0 & I—No. 37, \$5.50; Each \$.20 .25	\$6.00 7.55 9.05 t. Pins, inder— \$.90 1.25 1.65 1.75 Each, 6x4 dJ, Stove I ., 10c; 7 -40% abov 30c per sl -31, \$8.5 00. . 31, \$6.5 No. 47, \$ Victor Dos. \$1.55 1.36	\$ 9.60 10.40 118.15 15.50 20.75 25.80 27.25 83.85 87.15 40.90 46.00 56.40 5x7, 10 or 7x9, 10 or 10 to 12 Adjusta 4 to 8 4 to 12 Adjusta 5 to 12 Adjusta 6 to 12 Ce list price 10 to 12 10 cre list price 10 to 12 10 cre list price 10 to 12 10 to 12 10 to 12 11 to 12 to 12 to 12 to 12 to 13 to 1	\$11.20 18.25 15.35 18.05 24.25 29.95 30.95 39.80 47.75 54.25 65.80  ble 6 inch—  ble 7 inch—  ks, \$1.25; 8, \$6.75; Newhouses, \$1.25, 40 28, \$2.00 Newhouses, \$2.00	\$1.60 1.60 2.00 2.85 2.70 3.80 3.90 4.20 4.50 .\$6.95 .\$6.9
STOVES—Common No. 16 Unlined. No. 16 Unlined. No. 20 Lined. STRETCHERS—Wi Giant (Tackle Bl STOCKS & DIES— Green River List Little Giant, List Armstrong No. 1 No. 2 No. 3, 1½ to 2 No. 3, 1½ to 2 Dies—Solid pi 20% off. STOP AND WASTI Rough Brass. No. 20 Leve ½ inch No. 30 High G Rough Brass ¼ inch STRIP—Weather—SUPPORTS—Wagon No. in. Price 1 % \$1.50 SWEEPERS—Carpe Universal Grand Rap. Jap. Grand Rap. N. F TAPS—Machine H 1-16 to 15-64. ¼ to 1 Left Hnd Dbl list Machine Screw	Air-Tights	No. 22 No. 24 No. 26 1.25; Star  Common No. 2 Stocks C Common No. 3 off. Arr only, 35 areads No. 4 inch. 1 inch. 2attern T Chreads 4 inch. 1 inch. 2 per Price \$2.00  American Club. Parlor Q 1 1.16 Stove 8.16 5.4 to 4	Lined	4.50 5.00 6.00 7.75; 7.75 9.90 2.50 4.25 8.50 8.50 8.00 1e- 2.75 1t. 2.75 5.00 8.50 5.50 5.50 5.50 5.50 5.50 6.00	Size 7x7 7x9 9x9 9½x12 12x14 12x18 14x16 14x20 16x18 16x24 16x28 16x30 X A or We 5x7, 8 oz 7x7, 8 oz 7x7, 8 oz 7x7, 8 oz 7x8, 8 oz 7x7,	rice of ter Pipe—Cylife inch— 81.75. A \$1.75. A Flue—6-in GUAGES— a Roofing, an Chain- ; 34, \$11. ) & I.—No 37, \$5.50; Each \$.20 .25 .30 .40	\$6.00 7.55 9.05 t. Pins, sinder— \$.90 1.25 1.65 1.75 Each, 6x4 dj. Stove I , 10c; 7 —40% abov 30c per al —31, \$3.50 00. 31, \$6.5 No. 47, \$ Victor Dos. \$1.56 2.56 3.71	\$ 9.60 10.40 13.15 15.50 20.75 225.80 27.25 83.85 87.15 40.90 46.00 56.40  5x7, 10 or 7x7, 10 or 7x7, 10 or 7x9, 10 or 8c each.  Adjusta 4 to 8 6 to 12 90c; 6 Pipe—4 to in., 10c. e list price neet. 0; 82, \$3	\$11.20 18.25 15.85 18.05 24.25 29.95 30.95 39.20 47.75 54.25 65.80  ble 6 inch—  ble 7 inch—  cs.6, \$1.25; 8, \$0.0; 8, \$6.75; Newhouses 1, \$6.75; Newhouses 1, \$6.75;	\$1.60 1.60 2.00 2.85 2.70 8.80 3.90 4.20 4.50 .\$6.95 .\$.8.80 .10.60 -\$.65 .\$.85 .\$ .\$ .\$ .\$ .\$ .\$ .\$ .\$ .\$ .\$ .\$ .\$ .\$
STOVES—Common No. 16 Unlined. No. 18 Unlined. No. 20 Lined STRETCHERS—Wi Giant (Tackle Bl STOCKS & DIES— Green River List Little Giant, List Armstrong No. 1 No. 2 No. 3, 1 to 2 Dies—Solid pi 20% off. S STOP AND WASTI Rough Brass, No. 20 Leve ½ inch No. 30 High G Rough Brass ½ inch STRIP—Weather— SUPPORTS—Wagon No. in. Price 1 % \$1.50 SWEEPERS—Carpe Universal Grand Rap. Jap. Grand Rap. N. F TAPS—Machine H. 1-16 to 15-64. ½ to 1 Left Hnd Dbl list Machine Scree 1 % 12	Air Tights	No. 22 No. 24 No. 26 No. 26 1.25; Star  Common No. 2 Stocks C Common No. 2 Armatron No. 3 off. Arr i only, 35 areads No. 4 inch. 1 inch. 2 inch. 1 inch. 3c per Price \$2.00 American Club. Parlor Q 1 1.16 Stove 8.16 4 to 4 Pipe  Pipe	Lined	4.50 5.00 6.00 7.75; 7.75 9.90 2.50 4.25 8.50 8.00 1e	Size 7x7 7x9 9x9 9½x12 12x14 12x18 14x16 14x20 16x18 16x20 16x24 16x30 7x7, 8 oz. 7x7, 8	rice of ten Pipe—Cyli 6 inch— \$1.75. A Flue—6-in Roofing, an Chain- ; 34, \$11. 0 & I—No. 37, \$5.50; Each \$.20 .25	\$6.00 7.55 9.05 t. Pins, inder— \$.90 1.25 1.65 1.75 Each, 6x4 dJ, Stove I ., 10c; 7 -40% abov 30c per sl -31, \$8.5 00. . 31, \$6.5 No. 47, \$ Victor Dos. \$1.55 1.36	\$ 9.60 10.40 13.15 15.50 20.75 225.80 27.25 83.85 87.15 40.90 46.00 56.40  5x7, 10 or 7x7, 10 or 7x7, 10 or 7x7, 10 or 7x7, 10 or 7x9, 10 or 6 to 12 90e; 6 Pipe—4 to in., 10c. e list pricate ineet. 0; 82, \$2 07.25; No.	\$11.20 18.25 15.35 18.05 24.25 29.95 30.95 89.80 47.75 54.25 65.80   ble 6 inch—  ble 7 inch—  sx6, \$1.25; 8, \$6.75; Newhouseholder  above the second of the	\$1.60 1.60 2.00 2.00 2.35 2.70 3.80 3.80 3.90 4.20 4.50 .\$6.95 .\$10.60 .\$6.95 .\$6.95 .\$6.95 .\$10.60 .\$6.95
STOVES—Common No. 16 Unlined. No. 18 Unlined. No. 20 Lined. STRETCHERS—Wi Giant (Tackle Bl STOCKS & DIES— Green River List Little Giant, List Armstrong No. 1 No. 2 No. 3, 1½ to 2 No. 3, 1½ to 2 Dies—Solid pi 20% off. STOP AND WASTI Rough Brass. No. 20 Leve ½ inch No. 30 High G Rough Brass ½ inch STRIP—Weather— SUPPORTS—Wagon No. in. Price 1 % \$1.50 SWEEPERS—Carpe Universal Grand Rap. No. Grand Rap. Jap. Grand Rap. Tap. Grand Rap. Gra	Air-\$12hts—	No. 22 No. 24 No. 26 No. 26 1.25; Star  Common No. 2 Stocks C Common No. 3 Armstron No. 3 Armstron Tollinch I inch. 1 inch. 2 inch. 1 inch. 2 per Price \$2.00  American Club Parlor Q  1 1-16 Stove \$4 to 44 Pipe  34 to 24 2 to	Lined	4.50 5.00 6.00 6.00 7.75; 7.75 9.90 2.50 4.25 8.50 9.90 2.50 8.70 8.50 9.90 1.50 8.50 9.90 9.90 9.00	Size 7x7 7x9 9x9 9½x12 12x14 12x18 14x16 14x20 16x18 16x20 16x24 16x30 A or We 5x7, 8 oz 7x7, 8	rice of ten Pipe—Cyli 6 inch— \$1.75. A Flue—6-in GUAGES— n Roofing, can Chain- ; 34, \$11. ) & I—N 37, \$5.50; Each \$ .20 .25 .30 .40 .50	\$6.00 7.55 9.05 t. Pins, inder— \$.90 1.25 1.65 1.75 Each, 6x4 dJ, Stove I -40% above 30c per sl -31, \$3.50 0. 31, \$6.5 No. 47, \$ Victor Dog. \$1.56 1.86 3.77 5.00	\$ 9.60 10.40 118.15 15.50 20.75 25.80 27.25 88.85 87.15 40.90 46.00 56.40  5x7, 10 or 7x9, 10 or 7x9, 10 or 8c each.  Adjusta 4 to 8 Adjusta 6 to 12 Adjusta 6 to 12  Adjusta 7x9, 10 or 8c each.  10 90e; 6 10 10 10 10 10 10 10 10 10 10 10 10 10 1	\$11.20 18.25 15.35 18.05 24.25 29.95 30.95 39.20 43.70 47.75 54.25 65.80  ble 6 inch—  ble 7 inch—  ix6, \$1.25; 8, \$6.75; N 28, \$2.00.  Newhous  ach  .50 .50 .50 .50 .50 .50 .50 .50 .50 .5	\$1.60 1.60 2.00 2.85 2.70 3.80 3.90 4.20 4.50 \$.88 10.60 - \$.665 85 6x8, to 12,
STOVES—Common No. 16 Unlined. No. 18 Unlined. No. 20 Lined. STRETCHERS—Wi Giant (Tackle Bl STOCKS & DIES— Green River List Little Giant, List Armstrong No. 1 No. 2 No. 3, 1 to 2 Dies—Solid pi 20% off. 8 STOP AND WAST! Rough Brass, No. 20 Leve inch No. 30 High G Rough Brass yi inch STRIP—Weather—SUPPORTS—Wagoi No. in. Price 1 % \$1.50 SWEEPERS—Carpe Universal Grand Rap. Jap. Grand Rap. N. P TAPS—Machine Hi 1.16 to 15.64. 1 1.16 to 2 Left Hnd Dbl list Machine Screv 14 to 12 Left Hnd Dbl list Machine Screv 14 to 12 Left Hnd Dbl list Machine Screv 14 to 12	Air-\$12hts—	No. 22 No. 24 No. 26 No. 26 1.25; Star  Common No. 2 Stocks C Common No. 3 Armstron No. 3 Armstron Tollinch I inch. 1 inch. 2 inch. 1 inch. 2 per Price \$2.00  American Club Parlor Q  1 1-16 Stove \$4 to 44 Pipe  34 to 24 2 to	Lined	4.50 5.00 6.00 6.00 7.75; 7.75 9.90 2.50 4.25 8.50 9.90 2.50 8.70 8.50 9.90 1.50 8.50 9.90 9.90 9.00	Size 7x7 7x9 9x9 9½x12 12x14 12x18 14x16 14x20 16x18 16x20 16x24 16x30 7x7, 8 oz. 7x7, 8	rice of ten Pipe—Cyli 6 inch— \$1.75. A Flue—6-in GUAGES— n Roofing, can Chain- ; 34, \$11. ) & I—N 37, \$5.50; Each \$ .20 .25 .30 .40 .50	\$6.00 7.55 9.05 t. Pins, inder— \$.90 1.25 1.65 1.75 Each, 6x4 dJ, Stove I -40% above 30c per sl -31, \$3.50 0. 31, \$6.5 No. 47, \$ Victor Dog. \$1.56 1.86 3.77 5.00	\$ 9.60 10.40 118.15 15.50 20.75 25.80 27.25 88.85 87.15 40.90 46.00 56.40  5x7, 10 or 7x9, 10 or 7x9, 10 or 8c each.  Adjusta 4 to 8 Adjusta 6 to 12 Adjusta 6 to 12  Adjusta 7x9, 10 or 8c each.  10 90e; 6 10 10 10 10 10 10 10 10 10 10 10 10 10 1	\$11.20 18.25 15.35 18.05 24.25 29.95 30.95 39.20 43.70 47.75 54.25 65.80  ble 6 inch—  ble 7 inch—  ix6, \$1.25; 8, \$6.75; N 28, \$2.00.  Newhous  i.35 .50 .50 .50 .50 .50 .50 .50 .50 .50 .5	\$1.60 1.60 2.00 2.85 2.70 3.80 3.90 4.20 4.50 .\$6.95 .10.60 .\$6.95 .8.85 .85

	RETAIL SELLING
FRAPS—Continued.	
Jump	
No. 0 .20 No. 1 .30	2.00 2.75
	8.75
No. 1 1/2 .40 No. 2 .50 TROUGH—	5.00
Eaves—	5 inch, per doz35
4 in \$ .181/	Rinch ner der 40
5 in	End Caps— 4 in
Mitres-	
4 in	6 in
5 inch	End Pc. Comp.— 4 in\$ .25
HangaraWire	5 in ' 90
4 inch, per doz 3 .80	) 6 in
Marshalltown Lea., \$2.00	d Handle, 10 1/2-11-11 1/2-12, \$1.65 Plastering, 2.50
TROWELS-Rose Brick, Woo	nd Hdl 1014 \$1.65: 11 \$1.65:
111, \$1.65; 12, \$1.65.	Marshaltown Lea.—10 1/2, \$2.00;
11, \$2.00; 11 %, \$2.00; 1:	od Hdl.—10¼, \$1.65; 11, \$1.65; Marshaltown Lea.—10½, \$2.00; 2, \$2.00. Plastering—11, \$2.50;
TUBS—Galvanized—Common.	0. \$1.25: 1. \$1.50: 2. \$1.65:
8, \$1.85; 12, \$1.75; 18,	0, \$1.25; 1, \$1.50; 2, \$1.65; 2.00. Ex. Heavy—100s, \$2.25;
2008, \$2.50; 8008, \$2.75.	1-4-1 C11 001 07
	lated—Small, 20c; large, 25c.
TWINE—Sacking—¼-lb. has	10c arch: Cones 80a lb 191
—18BC. 1/2-lb. balls, 25	1, 10c each; Cones, 60c lb. Flax c each; 18BB, ¼-lb. balls, 15c 0c each. Spring, No. 4½, ¼-lb. s., 35c each. Sail—¼-lb. hank, 0c each. Seine—60 to 42, 75c lin—40c lb. Cotton Wicking.—  b., 10c each.
each; 18BC, ½-lb. balls, 3	Oc each. Spring, No. 41/2, 1/2-lb.
15c each: 4-lb. hank. 30	s., 35c each. Sail— 4-15. hank, Oc each. Seine—60 to 42 75c
lb.; larger, 75c lb. Mar	lin-40c lb. Cotton Wicking.
TAPES—	o., 10c each.
Starrett Lufkin	Starrett Lufkin
No. 510 95-ft 260 88 85	550 8.0 <b>0</b>
No. 510, 50-ft 268 4.83 No. 510, 75-ft. 265 6.15	558 8.75 555 <b>4</b> .75
30 510 100.74 988 77K	<b>556</b> 6.00
No. 505, 25-ft. 240 8.25 No. 505, 50-ft. 243 4.00	100 4.00
No. 505. 75-ft. 245 5.25	108 5.00 105 <b>6.2</b> 5
No. 505, 100-ft. 246 6.75	1260 3.60
	1268 4.50 1265 5.75
VALLEY-Tin-4-in., 6c ft.	: 10-in., 10c: 14-in., 14c: 20-
	nted 2 sides—14-in., 16c.
VALVES	nted 2 sides—14-in., 16c.
VALVES— Standard Globe and Angle Valves—	nted 3 sides14-in., 15c. Standard Gate Valves
VALVES— Standard Globe and Angle Valves—	nted 2 sides14-in., 15c. Standard Gate Valves
VALVES— Standard Globe and Angle Valves—	nted 2 sides14-in., 15c. Standard Gate Valves
VALVES— Standard Globe and Angle Valves—	nted 2 sides14-in., 15c. Standard Gate Valves
VALUES— Standard Globe and Angle Valves— 4	Standard   Gate Valves
VALUES— Standard Globe and Angle Valves— 4	Standard   Gate Valves
VALUES— Standard Globe and Angle Valves— 4	Standard   Gate Valves
VALVES—       Standard Globe and Angle Valves—       ¼     9.9       ½     1.00       ½     1.2       ½     1.2       ½     2.2       1¼     3.0       1½     4.2       2     6.25       VISFS—Solid Box—	Standard   Gate Valves   Standard   Gate Valves   Standard   Sta
VALVES—       Standard Globe and Angle Valves—       ¼     9.9       ½     1.00       ½     1.2       ½     1.2       ½     2.2       1¼     3.0       1½     4.2       2     6.25       VISFS—Solid Box—	Standard   Gate Valves   Standard   Gate Valves   Standard   Sta
VALVES—       Standard Globe and Angle Valves—       ¼     9.9       ½     1.00       ½     1.2       ½     1.2       ½     2.2       1¼     3.0       1½     4.2       2     6.25       VISFS—Solid Box—	Standard   Gate Valves   Standard   Gate Valves   Standard   Sta
VALVES—       Standard Globe and Angle Valves—       ¼     9.9       ½     1.00       ½     1.2       ½     1.2       ½     2.2       1¼     3.0       1½     4.2       2     6.25       VISFS—Solid Box—	Standard   Gate Valves   Standard   Gate Valves   Standard   Sta
VALVES—         Standard Globe and Angle Valves—         4       \$ .8!         4       .99         5       1.00         4       .1.20         4       1.56         1       2.21         14       8.00         1½       4.22         2       6.25         VISES—Solid Box—         35 lb.       \$12.50       65 lb         45 lb.       18.75       70 lb         45 lb.       18.75       75 lb         50 lb.       15.00       85 lb	Standard   Gate Valves
VALVES—       Standard Globe and Angle Valves—         4       \$.84         4       .99         5       1.00         4       1.21         4       2.21         4       3.00         1½       3.00         1½       4.22         2       6.25         VISES—Solid Box—       35 lb. \$12.50       65 lb.         40 lb. 18.15       70 lb.         45 lb. 18.75       75 lb.         50 lb. 14.40       80 lb.         55 lb. 15.00       85 lb.         60 lb. 16.25	Standard   Gate Valves   Standard   Gate Valves   Standard   Sta
VALVES— Standard Globe and Angle Valves—  4	Standard   Gate Valves   Standard   Gate Valves   Standard   Sta
VALVES—       Standard Globe and Angle Valves—         4       9.9         4       9.9         5       1.00         4       1.2         4       1.2         5       1.2         4       2.2         11/4       3.0         11/2       4.2         2       6.2         VISES—Solid Box—       35 lb. \$1.2.5       65 lb.         40 lb. 18.15 70 lb       18.75 75 lb       15         50 lb. 14.40 80 lb       15.50       85 lb         60 lb. 16.25       WATCHES—       Yankee       \$1.85         Triumph       1.50	Standard   Gate   Standard   Gate   Valves   Standard
VALVES	Standard   Gate Valves   Standard   Gate Valves   Standard   Sta
VALVES	Standard   Gate Valves   Standard   Gate Valves   Standard   Sta
VALVES—Standard Globe and Angle Valves—4       \$ .85         ½       .90         ½       .90         ½       .1.00         ½       .1.50         ½       .1.50         1½       .2.21         ½       .4.25         2       .6.25         VISES—Solid Box—35       1b. \$1.15       70         35       1b. \$1.15       70       1b         40       1b. \$1.37       75       1b         50       1b. \$1.40       80       1b         50       1b. \$15.00       85       1b         60       1b. \$15.00       85       1b         WATCHES—Yankee       \$1.85       Triumph       \$1.50         Eclipse       2.00       \$2.00         WASHERS—Cut—3.16       1b.,       20c; ½       \$1.5c; %, \$12½c;         6c.       \$1.50       \$2.50       \$2.50       \$2.50	Standard   Gate Valves   Standard   Gate Valves   Standard   Sta
VALVES—         Standard Globe and Angle Valves—         %       \$.85         %       1.00         %       1.22         %       1.56         1       2.2½         1½       4.25         2       6.25         VISES—Solid Box—         35 lb       \$12.50       65 lb         40 lb       18.15       70 lb         45 lb       18.75       75 lb         50 lb       15.00       85 lb         60 lb       16.25         WATCHES—       \$1.35         Triumph       1.50         Eclipse       2.00         WASHERS—Cut—3-16, lb.,       20c; ½         20c; ½       15c; %, 12½c;         6c,       WEANERS—Calf—Shaws	Standard   Gate Valves   Standard   Gate Valves   Standard   Sta
VALVES—         Standard Globe and Angle Valves—         %       \$.85         %       1.00         %       1.55         1       2.22         1½       3.00         1½       4.25         2       6.25         VISES—Solid Box—         35 lb.       \$12.50       65 lb         40 lb.       18.15       70 lb         45 lb.       18.75       75 lb         50 lb.       14.40       80 lb         55 lb.       15.00       85 lb         60 lb.       16.25         WATCHES—       Yankee       \$1.85         Triumph       1.50         Eclipse       2.00         WASHERS—Cut—3-16. lb.,       1.0         WEANERS—Calf—Shaws No.       12, 85c.         WEANERS—Calf—Shaws No.       12, 85c.	Standard  Gate Valves  (1, 4, 1.45)  (2, 1.45)  (3, 1.45)  (4, 1.45)  (5, 1.45)  (6, 1.45)  (7, 1.45)  (8, 1.45)  (9, 1.4
VALVES—       Standard Globe and Angle Valves—         4       9.9         4       9.9         4       1.00         4       1.55         1       2.2½         4       3.00         1½       4.25         2       6.25         VISES—Solid Box—         35 lb.       \$12.50       65 lb         40 lb.       18.15       70 lb         45 lb.       18.75       75 lb         50 lb.       14.40       80 lb         55 lb.       15.00       85 lb         60 lb.       16.25         WATCHES—       Yankee       \$1.85         Triumph       1.50         Eclipse       2.00         WASHERS—Cut—3-16. lb.       20c; ½       15c; %, 12½c;         6c.       WEANERS—Calf—Shaws No.         No. 11, 75c; No. 12, 85c.       WASTE—No. 1 White, lb., 15c.	Standard   Gate Valves   Standard   Gate Valves   Standard   Sta
VALVES—Standard Globe and Angle Valves—4       \$ .85         ½       .90         ½       .90         ½       .1.00         ½       .1.50         ½       .1.50         1½       .2.21         ½       .4.25         2½       .6.25         VISES—Solid Box—35       1b. \$1.15       70         35       1b. \$1.25       75       1b         40       1b. \$1.37       75       1b         50       1b. \$1.40       80       1b         55       1b. \$15.00       85       1b         60       1b. \$15.00       85       1b         80       1b. \$25       80       1b         81       25.50       85       1b	Standard Gate Valves—  (3
VALVES—Standard Globe and Angle Valves—4       \$ .85         ½       .90         ½       .90         ½       .1.00         ½       .1.50         ½       .1.50         1½       .2.21         ½       .4.25         2½       .6.25         VISES—Solid Box—35       1b. \$1.15       70         35       1b. \$1.25       75       1b         40       1b. \$1.37       75       1b         50       1b. \$1.40       80       1b         55       1b. \$15.00       85       1b         60       1b. \$15.00       85       1b         80       1b. \$25       80       1b         81       25.50       85       1b	Standard Gate Valves—  (3
VALVES—         Standard Globe and Angle Valves—         4       9.94         4       9.95         4       1.00         4       1.22         4       1.56         1       2.22         14       8.00         1½       4.22         2       6.25         VISES—Solid Box—         35 lb. \$12.50       65 lb         40 lb. 18.15       70 lb         45 lb. 13.75       75 lb         50 lb. 14.40       80 lb         55 lb. 15.00       85 lb         60 lb. 16.25         WATCHES—       Yankee       \$1.85         Triumph       1.56         Eclipse       2.00         WASHERS—Cut—3.16, lb., 20c; %, 12½c;       6c.         WEANERS—Calf—Shaws No. 11, 75c; No. 12, 85c.       WASTE—No. 1 White, lb., 16c.         WAX—Floor, 60c.       WEDGES—Truckee-Alki, 15c.         WEDGES—Truckee-Alki, 15c.       4.4a, 25c; Cedar-Alki, 15c.         WEIGHTES—Sash—3 lbs and 15c.       15c.	Standard  Gate Valves  (1, 4, 1.45)  (2, 1.45)  (3, 1.45)  (4, 1.45)  (5, 1.45)  (6, 1.45)  (7, 1.45)  (8, 1.45)  (9, 1.4
VALVES—         Standard Globe and Angle Valves—       \$ .81         ½       .90         ½       .1.00         ½       .1.56         1       .2.21         ½       .8.25         1½       .8.20         1½       .4.22         2       .6.25         VISES—Solid Box—       35 lb. \$12.50 65 lb.         35 lb. \$12.50 65 lb.       15.00 85 lb.         50 lb. \$15.00 85 lb.       15.00 85 lb.         51 lb. \$15.00 85 lb.       15.00 85 lb.         60 lb. \$15.00 85 lb.       15.00 85 lb.         WATCHES—Yankee       \$1.35         Triumph       \$1.55         Eclipse       2.00         WASHERS—Cut—3-16, lb., 20c; ½, 15c; %, 12½c; 6c.         6c.       WASHERS—Calf—Shaws No. 12, 75c; No. 12, 85c.         WAX—Floor, 60c., WEDGES—Truckee-Alki, lb., 4tba, 25c; Cedar-Alki, 15c.         WETGHTS—Sash—3 lbs. an ances—½, 7c lb.         WIFE—Disis Evenes—	Standard Gate Valves—  (3
VALVES—         Standard Globe and Angle Valves—       \$ .81         ½       .90         ½       .1.00         ½       .1.56         1       .2.21         ½       .8.25         1½       .8.20         1½       .4.22         2       .6.25         VISES—Solid Box—       35 lb. \$12.50 65 lb.         35 lb. \$12.50 65 lb.       15.00 85 lb.         50 lb. \$15.00 85 lb.       15.00 85 lb.         51 lb. \$15.00 85 lb.       15.00 85 lb.         60 lb. \$15.00 85 lb.       15.00 85 lb.         WATCHES—Yankee       \$1.35         Triumph       \$1.55         Eclipse       2.00         WASHERS—Cut—3-16, lb., 20c; ½, 15c; %, 12½c; 6c.         6c.       WASHERS—Calf—Shaws No. 12, 75c; No. 12, 85c.         WAX—Floor, 60c., WEDGES—Truckee-Alki, lb., 4tba, 25c; Cedar-Alki, 15c.         WETGHTS—Sash—3 lbs. an ances—½, 7c lb.         WIFE—Disis Evenes—	Standard Gate Valves—  (3
VALVES—         Standard Globe and Angle Valves—       \$ .81         ½       .90         ½       .1.00         ½       .1.56         1       .2.21         ½       .8.25         1½       .8.20         1½       .4.22         2       .6.25         VISES—Solid Box—       35 lb. \$12.50 65 lb.         35 lb. \$12.50 65 lb.       15.00 85 lb.         50 lb. \$15.00 85 lb.       15.00 85 lb.         51 lb. \$15.00 85 lb.       15.00 85 lb.         60 lb. \$15.00 85 lb.       15.00 85 lb.         WATCHES—Yankee       \$1.35         Triumph       \$1.55         Eclipse       2.00         WASHERS—Cut—3-16, lb., 20c; ½, 15c; %, 12½c; 6c.         6c.       WASHERS—Calf—Shaws No. 12, 75c; No. 12, 85c.         WAX—Floor, 60c., WEDGES—Truckee-Alki, lb., 4tba, 25c; Cedar-Alki, 15c.         WETGHTS—Sash—3 lbs. an ances—½, 7c lb.         WIFE—Disis Evenes—	Standard Gate Valves—  (3
VALVES—       Standard Globe and Angle Valves—         4       99         4       99         4       1.20         4       1.56         1       2.21         4       8.00         1½       4.25         2       6.25         VISES—Solid Box—       35         35       1b. \$12.50       65       1b         40       1b. 18.75       75       1b         45       1b. 18.75       75       1b         50       1b. 18.75       75       1b         51       1b. 10.00       85       1b         60       1b. 16.25       WATCHES—       1.35         Triumph       1.50       1.50         Eclipse       2.00       WASHERS—Cut—3.16       1b.         20c       ½       15c       %       12½c         6c       .       1b       12½c         6c       .       15c       %       1.2½c         6c       .       15c       %       1.2½c         6c       .       15c       %       1.0       .         WEANERS—Calf—Shaws No.       1c       .	Standard  Gate Valves  (1, 4, 1.45)  (2, 1.45)  (3, 1.45)  (4, 1.45)  (4, 1.45)  (5, 1.45)  (6, 1.45)  (7, 1.4
VALVES	Standard Gate Valves—  (1) 4 1.45 (2) 4 1.45 (3) 4 1.45 (4) 1.45 (4) 1.45 (4) 1.45 (5) 4 1.45 (6) 4 1.45 (7) 1.45 (8) 1.
VALVES	Standard  Gate Valves  (1.45) (2.41) (3.1.45) (3
Standard Globe and Angle Valves—	Standard  Gate Valves  (1.45) (2.41) (3.1.45) (3
VALVES	Standard  Gate Valves  1.45  1.50  1
VALVES	Standard  Gate Valves  1.45  1.50  1
VALVES	Standard  Gate Valves—  3.1.45  3.1.50
VALVES	Standard  Gate Valves—  (1, 1.45)  (2, 1.45)  (3, 1.45)  (4, 1.45)  (4, 1.45)  (4, 1.45)  (4, 1.45)  (4, 1.45)  (4, 1.45)  (4, 1.45)  (4, 1.45)  (4, 1.45)  (4, 1.45)  (4, 1.45)  (4, 1.45)  (4, 1.45)  (5, 1.45)  (7, 1.45)  (7, 1.45)  (7, 1.45)  (7, 1.45)  (7, 1.45)  (7, 1.45)  (7, 1.45)  (7, 1.45)  (7, 1.45)  (7, 1.45)  (7, 1.45)  (7, 1.45)  (7, 1.45)  (7, 1.45)  (7, 1.45)  (7, 1.45)  (7, 1.45)  (7, 1.45)  (8, 1.45)  (9, 1.45)

WOOL—Steel—1-lb.	rolls-0, 85c	; 1, 75c. Wheels—	-Grinding
Discount 40%.			_
WHEELBARROWS-			
Ajax		No. 5 Tubular	14.50
Scioto		Garden K&J No.	
Pan. Amer		No. 3	8.00
K&G Concrete	18.50	No. 4	0.00
Sterling	18.00		
AX Tubular	10.00	No. 5	10.00
No 4 Mahalan	10.00	Extra Wheels—13	A. 2.50
No. 4 Tubular	12.00		
Wrenches-			
	Agri.	Coes	P8&W
6 in.	<b>\$</b> .60	\$1.35	\$1.25
8 in.	.75	1.75	1.50
10 in.	.90	2.00	1.75
12 in.	1.10	2.25	2.00
15 in.	1.40	3.00	2.75
18 in.		8.75	8.50
21 in.		4.50	4.25
Crescent-		10 in	
4 in	\$1.00	14 in	
6 in		18 in	
8 in			
10 in			
		48 in	
		Crescent Double	
Stilson & Trimo		6.8	
6 in		8-10	
8 in	1.25		
Parts for Trimo	& Stilson 35	% Discount.	

M. Augustus of San Francisco is preparing to open a plumbing shop at Cloverdale, Cal., and has leased a building for that purpose.

ZINC-Full Sheets, 40c lb.: less than Sheets, 50c lb.

The Reno Plumbing & Heating Co., Reno, Nevada, have secured the contract for installing a steam-heating plant in the State Printing office at Carson City.

Rushlight & Hastorf of Portland, Oregon, have secured the plumbing contract in the Kitchen building and shop at the school for the blind at Vancouver, Wash

W. C. Merritt has secured the plumbing contract for the Riverview Union High School that is being constructed near San Diego. The amount of the plumbing contract is \$900.00.

O. H. Smith has disposed of his interest in the Miami Hardware Co., Miami, Arizona, to his partner. I. H. Cox is now the head of the Plumbing Department and W. B. Buchanan is in charge of the Hardware Department.

Statement of ownership, management, circulation, etc., required by the Act of Congress of Aug. 24, 1912, of Hardware World, published monthly at Portland, Ore., for Oct. 1, 1917. Before me, a Notary Public, personally appeared T. M. Shearman, who, having been duly sworn according to law, deposes and says that he is the publisher of the Hardware World, and that the following is, to the best of his knowledge and belief, a true statement of the ownership, management, etc., of the aforesaid publication for the date shown in the above caption. Publisher, T. M. Shearman, 388 Taylor St., Portland, Ore.; editor, T. M. Shearman, business manager, T. M. Shearman; owner, T. M. Shearman, business manager, T. M. Shearman; owner, T. M. Shearman, business manager, T. M. Shearman; owner, T. M. Shearman, Known bondholders, mortgagees, and other security holders owning or holding 1 per cent or more of total amount of bonds, mortgages or other securities are: None. The two paragraphs next above, giving the names of the owners, stockholders and security holders, if any, contain not only the list of stockholders and security holders as they appear upon the books of the company as trustee or in any other fiduciary relation, the name of the person or corporation for whom such trustee is acting, is given; also that the said two paragraphs contain statements embracing affiant's full knowledge and belief as to the circumstances and conditions under which stockholders and security holders who do not appear upon the books of the company as trustees, hold stock and securities in a capacity other than that of a bona fide owner; and this affiant has no reason to believe that any other person, association, or corporation has any interest direct or indirect, in the said stock, bonds, or other securities than as so stated by him. T. M. Shearman, Publisher. Sworn to and subscribed before me this 1st day of October, 1917. D. B. Richards, Notary Public.

# WHERE TO BUY

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AIR VALVES Beaton & Cadwell Mfg. Co., New Brit-ain, Conn. Romort Mfg. Co., Seattle, Wash.

ALUMINUM GOODS Aluminum Goods Mfg. Co., Manito-woc, Wis.

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Giant Powder Co., San Francisco, Cal.
Peters Cartridge Co., Cincinnati, O.;
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MICH.
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N. J.
Chicago Flexible Shaft Co., Chicago

Chicago Flexible Shaft Co., Chicago. Curtis Pneu. Machinery Co., St. Louis, Missouri.

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Eclipse Mfg. Co., Indianaoplis, Ind.
L. P. Halladay Co., Streator, Ill.
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Simmons Hdwe. Co., St. Louis, Mo. Union Hdwe. & Metal Co., Los Angeles, Cal.
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Platt & Washburn Refining Co., New
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Tions Oil Co., Binghamton, N. Y.
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The Stanley Works, New Britain, Ot.

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CURRY COMBS
New York Stamping Co., Brooklyn.

#### WHERE TO BUY-Continued

CUTLERY TLUERY
Honeyman Hardware Co., Portland, Or.
International Silver Co., Meriden, Ot.
Jacobs Bros. Co., Inc., New York.
Ontario Knife Co., Franklinville, N. Y.
Simmons Hardware Co., St. Louis, Me.
Salt Lake Hardware Co., Salt Lake
Olty, Utah.
Schwabacher Hardware Co., Seattle,
Wash. Wash. Strevell-Paterson Hardware Co., Salt Lake City, Utah.

CYLINDER OILS

Platt & Washburn Refining Co., New
York and San Francisco.
Tions Oil Co., Binghamton, N. Y.

Greenfield Tap and Die Corporation, Greenfield, Mass.

DOOR HANGERS
Hunt, Helm, Ferris & Co., Harvard, Ill.
Lane Bros. Co., Poughkeepsie, N. Y.
Richards-Wilcox Mfg. Co., Aurora, Ill.
Safety Door Hanger Co., Ashland, O.
Stanley Works, New Britain, Conn.
Wagner Mfg. Co., Cedar Falls, Iowa.

DOOR LATCHES
Lane Bros. Co., Poughkeepsie, N. Y.
The Stanley Works, New Britain, Ct.

DOOR PULLS Bommer Brothers, Brooklyn, N. Y.

DOOR SPRINGS Chicago Spring Butt Co., Chicago, Ill.

DRAG SAWS
R. M. Wade & Co., Portland, Ore. DRINKING FOUNTAINS
Buffum Tool Co., Louisians, Mo.
M. L. Kline, Portland, Ore.

DRILLS

Buffalo Forge Co., Buffalo, N. Y. Goodell-Pratt Co., Greenfield, Mass. North Bros. Mfg. Co., Philadelphia, Pa.

DUMBWAITERS
Sedgwick Machine Works, New York. DUSTERS

Lee Broom & Duster Co., Lincoln, Neb. DYNAMITE

Dupont Powder Co., Wilmington, Del. Giant Powder Co., San Francisco, Cal. Hercules Powder Co., Wilmington, Del.

ELECTRICAL SUPPLIES
Pacific Hardware & Steel Co., San
Francisco.
Salt Lake Hardware Co., Salt Lake,
Utah.

ELEVATORS
Sedgwick Machine Works, New York.

Sedgwick Machine Works, New York.

ENAMELEID WARE
Honeyman Hardware Co., Portland, Or.
Central Stamping Co., New York, N.Y.
New York Stamping Co., Brooklyn, N.Y.
Lalance & Grosjean Mfg. Co., New
York, Chicago and San Francisco.
Salt Lake Hardware Co., Salt Lake
City, Utah.
Simmons Hardware Co., St. Louis, Mo.
Strevell-Paterson Hardware Co., Salt
Lake City, Utah.
ENGINES

ENGINES Lansing Wheelbarrow Co., San Francisco, Cal.

ESCUTCHEONS P. & F. Corbin, New Britain, Conn. Shelby Spring Hinge Co., Shelby, O. STENERS—Casement Window Shelby Spring Hinge Co., Shelby, O.

FASTENERS-

FAUCETS
Thos. Savill's Sons, Philadelphia, Pa
Lane Bros. Co., Poughkeepsie, N. Y. FENCE

United States Steel Products Co., San Francisco, Los Angeles, Cal.; Port-land, Ore.; Seattle, Wash.

FILES FILES
Delta File Works, Philadelphia, Pa.
Henry Disston & Sons, Philadelphia.
Nicholson File Co., Providence, R. I.
McCaffrey File Co., Philadelphia, Pa.
Simonds Mfg. Co., Fitchburg, Mass.
FIRE APPARATUS
O. J. Childs Co., Utica, N. Y.

FIREARMS
Colt's Patent Firearms Co., Hartford,

FIRE POTS Clayton & Lambert Mfg. Co., Detroit, Michigan.

FITTINGS Central Foundry Co., New York.
M. L. Kline, Portland, Ore.
Rhode Island Fittings Co., Hillsgrove,
R. I.

Stanley G. Flagg & Co., Philadelphia.

FLOOR AND CEILING PLATES
Beaton & Cadwell Mfg. Co., New Brit-Beaton & Corbin Mfg. Co., Southington, Conn.

FLOOR HINGES Standard Mfg. Co., Shelby, Ohio.

GARAGE EQUIPMENT RAGE EQUITMENT
Lane Bros. Co., Poughkeepsie, N. Y.
Richards-Wilcox Mfg. Co., Aurora, III.
Hunt. Helm, Ferris & Co., Harvard, III.
The Stanley Works, New Britain, Ct.

GARDEN TOOLS
Buffum Tool Co., Louisiana, Mo.
J. E. Gilson Co., Port Washington,

J. E. Gilson Co., Port Washington, Wis. C. S. Norcross & Sons, Bushnell, III. Union Fork & Hoe Co., Columbus, C.

GAS HEATERS Hess-Snyder Co., Massillon. O. Minier Gas Heater Co., South Pasa-dena, Cal.

GASOLINE TORCHES
Clayton & Lambert Mfg. Co., Detroit,
Michigan.
Otto Berns, Newark, N. J.

GRAPHITE N. J.: San Francisco, Cal.

HORSE SHOES

N. J.: San Francisco, Cal.

GRAPHITE PAINT Joseph Dixon Orucible Co., Jersey City, New Jersey.

GRASS CATCHERS Philadelphia Lawn Mower Co., Philadelphia, Pa. delphia, Pa.
Specialty Mfg. Co., St. Anthony Park,
Minnesota.

**GRINDERS** The Carborundum Co., Niagara Falls, HOSE MENDERS New York. Stuber & Kuck, I

HAMMERS
Vaughan & Bushnell Mfg. Co., Chicago. Ill.

HANDLES Buffum Tool Co., Louisiana. Mo. Ivory Handle Co., Hope, Ark.

HAND FIRE EXTINGUISHERS O. J. Childs Co., Utics, N. Y.

HAND CARTS
Lansing Wheelbarrow Co., San Francisco, Cal.

HANGING SCALES
Pelouse Mfg. Co., Chicago, Illinois.
Triner Scale Co., Chicago, Ill.

HARDWARE JOBBERS
Baker & Hamilton, San Francisco, Cal.
Dunham, Carrigan & Hayden, San
Francisco, Cal.
A. M. Holter Hardware Co., Helens,
Mantana A. M. Holter Hardware Co., Helena, Montana.

Hammond Lumber Co., Los Angeles.

Honeyman Hardware Co., Portland, Or., Jensen, King, Byrd Co., Spokane, Wn. Pacific Hardware & Steel Co., San Francisco, Cal.

Salt Lake Hardware Co., Salt Lake City, Utah.

Schwabacher Hardware Co., Seattle Wash.

Simmons Hardware Co., St. Louis. Mo.

Standard Mfg. Co., Shelby, Ohio.

FLOOR SLEEVES
Beaton & Cadwell Mfg. Co., New Britain, Conn.

FLOUR SIFTERS
Fred J. Meyers Mfg. Co., Hamilton, O.

FOOD CHOPPERS
Enterprise Mfg. Co. of Pa., Philadelphia, Pa., Schlichter Mfg. Co., Hamilton, Ohio.

FORGES
Buffalo Forge Co., Buffalo, N. Y.

FRY PANS
Central Stamping Co., New York, N.Y.
New York Stamping Co., Brocklyn, Wheeling Corrugating Co., Brocklyn, Tillinois, Citto Berns, Newark, N. J.

FURNACES
Universal Caster & Foundry Co., Newark, N. J.

GALVANIZED FITTINGS
Ferninand Dieckmann Co., Cincinnati, Ohio.

GALVANIZED GOODS
Wheeling Corrugating Co., Wheeling, W. Va.

CALVANIZED GOODS
Wheeling Corrugating Co., Wheeling, Ohio.

GALVANIZED GOODS
Wheeling Corrugating Co.,

Wheeling Corrugating Co., Wheeling.
W. Va.

RAGE EQUIPMENT
Lane Bros. Co., Poughkeepsie, N. Y.

City, Utah.

HATCHETS Simmons Hdw. Co., St. Louis, Mo.

HEATERS
Minier Gas Heater Co., South Pasadena, Cal.

NGES
Bommer Brothers, Brooklyn, N. Y.
P. & F. Corbin, New Britain, Conn.
P. & F. Corbin, New Britain, Conn.
The Chicago Spring Butt Co., Chicago.
Shelby Spring Hinge Co., Shelby, O.
Stanley Works, New Britain, Conn.
Superior Spring Hinge Co., Chicago
and Los Angeles.

GAS RANGES
James Graham Mfg. Co., San Francisco.
GASOLINE TORCHES
Clavton & Lambert Mfg. Co., Detroit,
Clavton & Lambert Mfg. Co., Detroit,
Clavton & Co., Detroit,
Clavton & Co., Detroit,
Clavton & Co., Detroit,

HOOK AND EXPANSION PLATES
Beaton & Gadwell Mfg. Co., New Britain, Conn.

Phoenix Horse Shoe Co., Chicago, Ill. United States Steel Products Co., San Francisco, Los Angeles, Portland and Sasti

Boston Woven Hose & Rubber Co., Boston, Mass. Goodyear Rubber Co., San Francisco.

HOSE COUPLING Stuber & Kuck, Peoria, Ill.

Stuber & Kuck, Peoria, Ill.

HOSE REELS
Specialty Mfg. Co., St. Anthony Park,
Minnesota.

HOUSEHOLD GOODS
Aluminum Goods Mfg. Co., Manito-DUSEHOLD GOODS
Aluminum Goods Mfg. Co., Manitowoc, Wis.
Baker & Hamilton, San Francisco, Cal.
Central Stamping Co., New York, N. Y.
Corning Glass Works, Corning, N. Y.
Dunham, Carrigan & Haydenn, San
Francisco, Cal.
Jacobs Bros. Co., Inc., New York.

#### WHERE TO BUY-Continued

Jensen, King, Byrd Co., Spokane, Wn. Lalance & Grosjean Mfg. Co., New York, Chicago and San Francisco. Landers, Frary & Clark, New Britain, Landers, Frary & Clark, New Britain,
Connecticut.
Fred J. Meyers Mfg. Co., Hamilton, O.
New York Stamping Co., Brooklyn, N.Y.
Nu-Sink Co., Los Angeles and San
Francisco, Cal.
Ontario Knife Co., Franklinville, N.Y.
Orona Mfg. Co., Boston, Mass.
Pacific Hardware & Steel Co., San
Francisco, Cal.
Schlichter Mfg. Co., Hamilton, Ohio.
Strevell-Paterson Hardware Co., Salt
Lake City, Utah.
Wheeling Corrugating Co., Wheeling,
W. Va.
Whiton Hardware Co., Seattle, Wash.
EC CREAM FREEZERS ICE CREAM FREEZERS
North Bros. Mfg. Co., Philadelphia. ICE SCALES Pelouse Mfg. Co., Chicago, Ill.
Triner Scale Co., Chicago, Ill.
INTERIOR METAL DECORATIONS
Wheeling Corrugating Co., Wheeling,
W. Va. IRON AND STEEL,
Pacific Hardware & Steel Co., San
Francisco, Cal.
Salt Lake Hardware Co., Salt Lake
City, Utah.
Schwabacher Hardware Co., Seattle, Wash. Wash.
Strevell Paterson Hardware Co., Salt
Lake City, Utah.
Thomson-Diggs Co., Sacramento, Cal.
United States Steel Products So., San
Francisco, Los Angeles, Portland and
Sastil Seattle. Wheeling Corrugating Co., Wheeling, W. Va.
Whiton Hardware Co., Seattle, Wash. Whiton Hardware Co., Seattle, Wash.

JACKS—Carriage, Truck
Lane Bros. Co., Poughkeepsie, N. Y.

JOIST HANGERS
Lane Bros. Co., Poughkeepsie, N. Y.

KICK PLATES
Bemmer Bros. Co., Brooklyn, N. Y.
Shelby Spring Hinge Co., Shelby, O.

KNIVES
Ontario Knife Co., Franklinville, N. Y.

KNOBS—Door
P. & F. Corbin, New Britain, Conn.
Shelby Spring Hinge Co., Shelby, O.

LAVATORY SPRING HINGES
Chicago Spring Butt Co., Chicago, Ill.

LAWN MOWERS
Pacific Hardware & Steel Co., San
Francisco, Cal.

Angeles.
C. P. Rust & Co., San Francisco ol.
Angeles.
C. P. Rust & Co., San Francisco.
C. H. Smith & Bro., Los Angeles.
T. H. Speddy, San Francisco.
Eugene C. Saul, San Francisco.
C. H. Smith & Bro., Los Angeles.
T. H. Speddy, San Francisco.
Cu., San Francisco.
C. P. Rust & Co., San Francisco.
C. H. Smith & Bro., Los Angeles.
T. H. Speddy, San Francisco.
Cu. H. Smith & Bro., Los Angeles.
T. H. Speddy, San Francisco.
Cu. H. Smith & Bro., Los Angeles.
T. H. Speddy, San Francisco.
Cu. H. Smith & Bro., Los Angeles.
T. H. Speddy, San Francisco.
Cu. H. Smith & Bro., Los Angeles.
T. H. Speddy, San Francisco.
Cu. H. Smith & Bro., Los Angeles.
The Milling Co., San Francisco.
Themas A. Williams, Salt Lake.
S. G. Wilson, Los Angeles.
Thomas A. Williams, Salt Lake.
S. G. Wilson, Los Angeles.
Themas A. Williams, Salt Lake.
S. G. Wilson, Los Angeles.
Themas A. Williams, Salt Lake.
S. F. Wilbur Co., San Francisco.
Themas A. Williams, Salt Lake.
S. F. Wilbur Co., San Francisco.
Themas A. Williams, Salt Lake.
S. G. Wilson, Los Angeles.
Themas A. Williams, Salt Lake.
S. G. Wilson, Los Angeles.
Themas A. Williams, Salt Lake.
S. F. Wilbur Co., San Francisco.
Themas A. Williams, Salt Lake.
S. F. Wilbur Co., San Francisco.
Themas A. Williams, Salt Lake.
S. F. Wilbur Co., San Francisco.
Themas A. Williams, Salt Lake.
S. G. Wilson, Los Angeles.
Themas A. Williams, Salt Lake.
S. G. Wilson, Los Angeles.
Themas A. Williams, Salt Lake.
S. G. Wilson, Los Angeles.
Themas A. Williams, Salt Lake.
S. G. Wilson, Los Angeles.
Themas A. Williams, Salt Lake.
S. G. Wilso CKS—Carriage, Truck Lane Bros. Co., Poughkeepsie, N. Y. Pacific Hardware & Steel Co., San Francisco, Cal.
Philadelphia Lawn Mower Co., Philadelphia, Pa.
Pennsylvania Lawn Mower Co., Philadelphia, Pa.
Simmons Hdw. Co., St. Louis, Mo.
LAWN SPRINKLERS
Buffum Tool Co., Louisiana, Mo.
Enterprise Mfg. Co. of Pa., Philadelphia, Pa. Enterprise Mfg. Co. of Pa., Philadelphia, Pa.
Stuber & Kuck, Peoria, Ill.
Thompson Mfg. Co., Los Angeles, Cal.
Will's Sprinkler Co., Los Angeles, Cal.
LAWN SWEEPERS
Philadelphia Lawn Mower Co., Philadelphia, Pa.
LENS Osgood Lens & Supply Co., Chicago. LEVELS LEVELS
Bridgeport Hardware Mfg. Corp.,
Bridgeport, Conn.
Goodell-Fratt Co., Greenfield, Mass.
Henry Disston & Sons, Philadelphia.
Stanley Rule & Level Co., New Britain. Conn.
LINOLEUM. LINOLEUM
Armstrong Oork Co., Laneaster, Pa.
LOCKS
P. & F. Corbin, New Britain. Conn.
Corbin Cabinet Lock Co., New Britain, Conn.
Shelby Spring Hinge Co., Shelby, O.
Taylor & Boggis, Cleveland, O.
MALLEABLE FITTINGS
Stanley G. Flagg & Co., Philadelphia.
Pean. Penn.

MANUFACTURERS' AGENTS
Bailey & Drake Co., San Francisco.
A. H. Coates Co., San Francisco, Cal.
George E. Dalton, Los Angeles, Cal.
W. D. Caldwell, San Francisco.

E. C. Coffin & Co., Salt Lake, Utah.
Horace Allen, San Francisco.
S. V. Armstrong, San Francisco.
Phil Bekeart Co., San Francisco.
W. F. Boardman & Co., San Francisco.
A. L. Conger Co., San Francisco.
Omer Cox, San Francisco.
Geo. F. Eberhard Co., San Francisco.
Ewing-Lewis Co., San Francisco and
Los Angeles, Cal.
Griffith Sales Co., Sheldon Bldg., San
Francisco, Cal.
Edward Knoble & Son, Tacoma, Wash. Edward Knoble & Son, Tacoma, Wash. Chas. L. Lewis, 268 Market St., San Chas. L. Lewis, 268 Market St., San Francisco, Cal. French & Linforth, San Francisco. C. W. Gause Co., San Francisco. W. H. Gilbert, San Francisco and Los Angeles.
B. Hanna, Los Angeles. R B. Hanna, Los Angeles, Ilaven & Haven, San Francisco, Cal. D. L. Herman, Seattle, H. A. Heppner & Co., Portland, Wm. P. Horn Co., San Francisco. M. Howard, San Francisco. Wm. P. Horn Co., San Francisco.
M. Howard, San Francisco.
Hughson & Merton, San Francisco.
C. N. & F. W. Jones, 708 Equitable
Savings Bank Bldg., Los Angeles.
C. N. & F. W. Jones, San Francisco.
E. A. Keithley, San Francisco.
P. C. & A. E. Lowrey, San Francisco.
O. A. Maydwell & Co., San Francisco.
J. T. McDevitt, San Francisco.
J. T. McDevitt, San Francisco.
J. T. McLean Co., Seattle.
Osgood & Howell, San Francisco.
Sanford Plummer, San Francisco.
A. Rannie, San Francisco.
O. S. Rhea, Berkeley, Cal.
Jno. T. Rowntree, San Francisco, Portland, Or., Los Angeles, Denver, Colo.
Rowntree & Wishon, San Francisco.
A. C. Rulofson, San Francisco and Los Angeles. Angeles. The James Swan Co., Seymour, Conn.

METAL CEILINGS

Wheeling Corrugating Co., Wheeling,
W. Va.

METAL LATH

Wheeling Corrugating Co., Wheeling,
W. Va.

METAL SHINGLES

Wheeling Corrugating Co., Wheeling,
W. Va.

MILLS—Coffee, Spice, Corn
Lane Bros. Co., Poughkeepsie, N. Y.

MITRE BOXES

H. C. Marsh Co., Rockford, Ill.

MITRE MACHINES

H. C. Marsh Co., Rockford, Ill.

MOTOR CARS
Bush Motor Co., Chicago, Ill.

NAIL CLIPS

H. C. Cook Co., Ansonia, Conn.

NAIL SETS

James Swan Co., Seymour, Conn. James Swan Co., Seymour, Conn. NAILS, STAPLES, SPIKES
American Steel & Wire Co., Chicago,
Ill.; San Francisco and Los Angeles,
Cal.: Portland, Ore., and Seattle, Washington. OIL STONES The Carborundum Co., Niagara Falls, New York. OIL STOVES Ringen Stove Co., St. Louis, Mo.
PAINTS
The Brininstool Co., Los Angeles, Cal.
Wm. Conners Paint Mfg. Co., Troy,
N. Y. Joseph Dixon Crucible Co., Jersey City, Montauk Paint Mfg. Co., Brooklyn. Pacific Hardware & Steel Co., San cisco, Cal.

Simmons Hardware Co., St. Louis, Mo.

Lake Hardware Co., Salt Lake City, Utah.
Strevell-Paterson Hardware Co., Salt
Lake City, Utah.
A. Wilhelm Co., Reading, Pa. PAINT BRUSHES Rubberset Company, Newark, N. J. PEDAL PADS
Auto Pedal Pad Co., New York, N. Y. PE
Central Foundry Co., New York.
Abendroth Bros., Port Chester, N. Y.
Alabama Flue & Foundry Co., Anniston, Ala.
American Enameling Mfg. Corp., New
York, N. Y.
American Foundry & Pipe Co., Penns NOTE, N. Y.
American Foundry & Pipe Co., Penns
Sts., Pa.
Anniston Foundry Co., Anniston, Ala.
Bessemer Soil Pipe Co., Bessemer, Ala.
Campbell Mfg. Co., Gadsden, Ala.
Casey Hedges Co., Chattanooga, Tenn.
Charlotte Pipe & Fdy. Co., Charlotte,
North Carolina.
Coosa Pipe & Foundry Co., Birmingham, Ala.
Crown Pipe & Fdy. Co., Jackson, O.
Gadsden Pipe Co., Gadsden, Ala.
Haines, Jones & Cadbury Co., Philadelphia, Pa.
J. D. Johnson Co., New York, N. Y.
Krupp Foundry Co., Lansdale, Pa.
Medina Foundry Co., Medina, N. Y.
National Foundry Co. of N. Y., Brocklyn, N. Y. lyn, N. Y. National Pipe & Foundry Co., Attalla, Reading Foundry & Supply Co., Reading, Pa. ing, Pa.
Salem Brass & Iron Mfg. Co., Salem,
New Jersey.
America, Linfield, Pa. New Jersey.
Sanitary Co. of America, Linfield, Pa.
Sommerville Iron Works, New York.
Standard Foundry Co., Anniston, Ala.
Superior Mfg. Co., Bessemer, Ala.
Union Foundry Co., Anniston, Ala.
A. Weiskitzel & Son Co., Baltimore.
H. Wetter Mfg. Co., Memphis, Tenn. PIPE BENDERS
Buffum Tool Co., Louisiana, Mo.
H. P. Martin & Sons, Owensboro, Ky. PIPE FITTINGS Stanley G. Flagg & Co., Philadelphia, Penn.
Rhode Island Fittings Co., Hillsgrove,
Rhode Island. PIPE HANGERS Beaton & Cadwell Mfg. Co., New Brit-ain, Conn. PIPE HOOKS
Berger Bros. Co., Philadelphia, Pa.
PIPE WRENCHES
Peck, Stow & Wilcox Mfg. Co., Southington, Conn. and Cleveland. Ohio.
Trimont Mfg. Co., Roxbury, Mass.
PIVOTS—Ball Bearing
Propries Bros. Brosklyn N V Bommer Bros., Brooklyn, N. Y. PLANES Stanley Rule & Level Co., New Britain, Conn. Kick PLATES Bommer Bros., Brooklyn, N. Y. Bommer Bros., Brooklyn, N. Y.
PLIERS
Peck, Stow & Wilcox Mfg. Co., Southington, Conn. and Cleveland, Ohio.
PLUMBING SPECIALTIES
Armstrong Mfg. Co., Bridgeport, Ot.
Buffum Tool Co., Louisiana, Mo.
Otto Bernz, Newark, N. J.
Boston Brass Co., Waltham, Mass.
Clayton & Lambert Mfg. Co., Detroit,
Michigan.
Orescent Tool Co., Jamestown, N. Y.
Excelsior Bag & Mfc. Co., Troy, N. Y.
Hays Mfg. Co., Erie, Penn.
M. L. Kline, Portland, Ore.
H. P. Martin & Sons, Owensboro, Ky.
Nye Tool & Machine Works, Chicago.
Rhode Island Fittings Co., Hillsgrove,
Rhode Island.
Thos. Savill's Sons, Philadelphia, Pa.
Trimont Mfg. Co., Roxbury, Mass.
Turner Brass Works, Syracuse, Ill.
PRUNING HOOKS PLIERS PRUNING HOOKS
Henry Disston & Sons, Philadelphia.
PRUNING SHEARS
Peck, Stow & Wilcox Mfg. Co., Southington, Conn. and Cleveland, Ohlo. PUMP VALVES AND PLUNGERS Berger Bros. Co., Philadelphia, Pa.

#### WHERE TO BUY-Continued

PUMPS
Goulds Mfg. Co.; Seneca Falls, N. Y.
Groetken Pump Co., Aurora, Ill.
Lansing Wheelbarrow Co., San Francisco, Cal.
Pacific Hardware & Steel Co., San PUNCTURE CURE
Alcemo Mfg. Co., Newark, N. J. PUSH PLATES
Bommer Bros., Brooklyn, N. Y.
P. & F. Corbin, New Britain, Conn.

RADIATOR VALVES--Key and Wood
Beaton & Cadwell Mfg. Co., New Britain, Conn. RAILWAY CAR MOVERS
G. D. Rowell & Son, Appleton, Wis. RANGES

Jas. Graham Mfg. vo., California.
Ringen Stove Co., St. Louis, Mo., San Francisco, Cal. Graham Mfg. Co., San Francisco, SKILLETS
slifornia.
ren Stove Co., St. Louis, Mo., San rancisco, Cal.

New York Stamping Co., Brooklyn.
Wheeling Corrugating Co., Wheeling, W. Va. RAZORS

Baker & Hamilton, San Francisco, Cal. Simmons Hdw. Co., St. Louis, Mo. RAZOR HONES The Carborundum Co., Niagara Falls, New York. REAMERS

Greenfield Tap and Die Corporation, Greenfield, Mass. REFRIGERATORS PARGERATORS
Baldwin Refrigerator Co., Burlington,
Vermont.
Maine Mig. Co., Nashua, N. H.
Northern Refrigerator Co., Grand Rapids, Mich.
Simmons Hdw. Co., St. Lorie, Mo.

Simmons Hdw. Co., St. Louis, Mo. RIVETS

Edwin B. Stimpson Co., Brooklyn, N.Y.
RIVETING MACHINES
F. H. Smith Mfg. Co., Chicago, Ill.
Wheeling Corrugating Co., Wheeling,
W. Va.
ROASTERS

Central Stamping Co., Brooklyn, N. Y. ROOFING ROUFING
Hammond Lumber Co., Los Angeles.
Pioneer Paper Co., Los Angeles and
San Francisco, Cal.
ROOFING CEMENT
Wm. Conners Paint Mfg. Co., Troy,
New York.
ROPE

Oolumbian Rope Co., Auburn, N. Y.
Portland Cordage Co., Portland and
Seattle.
RULES

RULES
Lufkin Rule Co., Saginaw, Mich.
Stanley Rule & Level Co., New Britain. Conn.
RUST PROOF
Parker Rust Proof Co., Los Angeles.
SAD IRONS
W. H. Howell Co., Geneva, Ill.
SASH CORD
Samson Cordage Works. Boston, Mass.
AWS

WS
Henry Disston & Sons, Philadelphia.
Goodell-Pratt Co., Greenfield, Mass.
Simmons Hdw. Co., Bt. Louis, Mo.
Simonds Mfg. Co., Fitchburg, Mass.,
San Francisco and Portland, Ore.
L. S. Starrett Co., Athol, Mass.
Thomson-Digga Co., Sacramento, Cal.

SAW SETS
Peck, Stow & Wilcox Mfg. Co., Southington, Conn. and Cleveland, Ohio. SCALES

Detroit Automatic Scale Co., Detroit,
Mich.
Jacobs Bros. Co., Inc., New York.
Pelouse Mfg. Co., Chicago, Ill.
Triner Scale & Mfg. Co., Chicago.
SCREW CASES
American Bolt & Screw Case Co., Day-

screw DRIVERS REW DRIVERS
Buffum Tool Co., Louisiana, Mo.
Bridgeport Hardware Mfg. Corp.,
Bridgeport, Conn.
Peck, Stow & Wilcox Mfg. Co., Southington, Conn. and Cleveland, Ohio.
Henry Disston & Sons, Philadelphia.
Goodell-Pratt Co., Greenfield, Mass.
North Bros., Philadelphia, Pa.
The James Bwan Co., Seymour, Conn.
Stanley Rule & Level Co., New Britsian, Conn. Stanley Rule & Level Co., New ain, Conn.

SCREEN DOOR SETS
Bommer Bros., Brooklyn, N. Y.

SEEDS

Aggeler & Musser, Los Angeles, Cal. SHARPENING MACHINE Hyfield Mfg. Co., New York, N. Y.

SHAVING BRUSHES
Rubberset Co., Newark, N. J. SHEEP SHEARING MACHINES
AND TOOLS

Chicago Flexible Shaft Co., Chicago. SHEETS—Black and Galvanized
Wheeling Corrugating Co., Wheeling,
W. Va.

SHOTGUN SHELLS
Peters Cartridge Co., San Francisco
and Cincinnati, O.

W. va.
SLIDING CASTERS
Domes of Silence Co., New York, N. Y
Onward Mfg. Co., Menasha, Wis.

SLIDING DOOR LATCHES
Lane Bros. Co., Poughkeepsie, N. Y.
Richards-Wilcox Mfg. Co., Aurora, Ill. SNAPS

Covert Mfg. Co., Troy, N. Y. SOLDER

Wheeling Corrugating Co., Wheeling, W. Va.
SPARK PLUGS
Eclipse Mfg. Co., Indianapolis, Ind.
SPORTING GOODS
Colt's Patent Firearms Co., Hartford,

Colt's Patent Firearms Co., Hartford,
Conn.

Du Pont Powder Co., Wilmington, Del.
Honeyman Hardware Co., Portland, Or.
Jensen, King, Byrd Co., Spokane, Wn.
Peters Cartridge Co., Cincinnati, O.
Strevell-Paterson Hardware Co., Salt
Lake City, Utah.
Whiton Hardware Co., Seattle, Wash.
SPRING LEAF SPREADER
Spring Leaf Lubricator Co., Ann Arbor, Mich.
SPRINKLERS AND HOLDERS
Beaton & Cadwell Mfg. Co., New Britain, Conn.
STAMPED STEEL HARDWARE
Shelby Spring Hinge Co., Shelby, O.
STAPLES—Wire
McKinney Mfg. Co., Pittsburgh, Pa.
STEAK AND FISH PLANKS
Lansing-Company, San Francisco, Cal.
STEEL FENCE POSTS
American Steel & Wire Co., Cheggo,
Ill.; San Francisco and Los A geles,
Cal.; Portland, Ore, and eattle,
STOCKS AND DIES
Armstrong Mfg. Co., Bridgeport, Ot.
Greenfield Tap and Die Criporation,
Greenfield Tap and Die Criporation,
Greenfield Tap and Die Criporation,
STOVES
Culter & Proctor Stove Lo., Peoria, Ill.
Hess' Snyder Mfg. Co., Massillon, O.

STOVES

Culter & Proctor Stove ..., Peoria, Ill.
Hess' Snyder Mfg. Co., Massilion, O.
Jas. Graham Mfg. Co., San Francisco.
Jeasen, King, Byrd Co., Spokane, Wn.
Ringen Stove ..., St. Louis, Mo., San
Francisco, Cal.
Spokane Stove Repair Works, Spokane,
Washington.
STOVE PIPE CRIMPER
Packham Crimper Co., Mechanicsburg.
Ohio.
STOVE PUTTY
William Conners Paint Mfg. Co., Troy,
New York.
STOVE REPAIRS
Spokane Stove Repair Works, Spokane, Wash.
TACKS
Shelton Tack Co., Shelton, Conn.

Shelton Tack Co., Shelton, Conn.
TACKLE BLOCKS—Automatic
Lane Bros. Co., Poughkeepsie, N. Y.
TANKS—Pneumatic Water Supply
Wm. B. Scaife & Sons, Pittaburgh, Pa.
TAPS AND DIES
Greenfield Tap and Die Corporation,

Greenfield Tap and Greenfield, Mass. and Die Corporation,

Lufkin Rule Co., Saginaw, Mich.
L. S. Starrett Co., Athol, Mass.
THREADING MACHINES
Armstrong Mfg. Co., Bridgeport, Ct.
Greenfield Tap and Die Corporation.
Greenfield Mass.
TIMBER HANGERS

Lane Bros. Co., Poughkeepsie, N. Y.

Chicago Spring Butt Co., Chicago, Ill. Stanley Works, New Britain, Conn. Central Stamping Co., New York, N. Y. TIRES

Century Plainfield Tire Co., Plainfield, N. J. Hartford Rubber Works Co., New York U. S. Tire Co., New York, N. Y.

TIRE PUMPS
J. H. Haney & Co., Hastings, Neb.
TOGGLE BOLTS
Richards-Wilcox Mfg. Co., Aurora, Ill.

TOOLS

TOOLS

Peck, Stow & Wilcox Mfg. Co., Southington, Conn. and Cleveland, Ohio.

TOOL GRINDERS

Pike Mfg. Co., Pike, N. H., and San Francisco, Cal.

TOOL HOLDERS

J. H. Williams & Co., Brooklyn, N. Y.

TOOL ROLLS

Buffum Tool Co., Louisiana, Mo.

Excelsior Bag & Mfg. Co., Troy, N. Y.

TORCHES

Turner Brass Works. Sycamore. Ill.

Turner Brass Works, Sycamore, Ill. Clayton & Lambert Mfg. Co., Detroit, Michigan.

Otto Bernz, Newark, N. J. TRACTORS

TRACTURS
Farm Tractor Co.
TROLLEYS—Overhead
Lane Bros. Co., Poughkeepsie, N. Y.
TRUCKS

Lansing-Company, San Francisco, Cal.
Universal Caster & Foundry Co., Newark, N. J.
TRUNKS AND BAGS
Salt Lake Hardware Co., Salt Lake
Oity, Utah.
TUBING

Chicago Tubing & Braiding Co., Chi-

cago, Ill.
VACUUM BOTTLES
Landers, Frary & Clark, New Britain,

VALVE GRINDING COMPOUND Carborundum Co., Niagara Falls, N. Y. VARNISH

Wilhelm Co., Reading, Pa. VISĖS

VISES
Goodell-Pratt Co., Greenfield, Mass.
H. C. Marsh Co., Rockford, Ill.
WASHING MACHINES
Eagle Woodenware Mfg. Co., Hamilton,
Ohio.
Pacific Hardware & Steel Co., San
Francisco, Cal.
WASHERS—Wrought Steel
The Stanley Worka, New Britain, Ct.
Wrought Washer Mfg. Co., Milwaukee,
WASTE
Royal Mfg. Co. Pabroca N.

Royal Mfg. Co., Rahway, N. J. WEEDERS

J. E. Gilson Co., Port Washington, Wis.

WHEELBARROWS
Lansing Wheelbarrow Co., San Francisco, Cal.
WINDOW SCREENS

Continental Co., Detroit, Mich. WINDOW VENTILATORS

WINDOW VENTILATORS
Continental Co., Detroit, Mich.
WIRE CLOTH
American Wire Fabrics Co., Chicago.
WIRE AND WIRE SPECIALTIES
John A. Roebling Sons Co., Portland,
Oregon.
United States Steel Products Co. Sen

United States Steel Products Co., San Francisco, Los Angeles, Portland

United States Diver Angeles, Portland Francisco, Los Angeles, Portland and Seattle. Whiton Hdwe. Co., Seattle, Wash. Pittsburgh Steel & Wire Co., Chicago, Ill.; San Francisco and Los Angeles, Cal.; Portland, Ore., and Seattle, Cal.; Portla Washington. WRENCHES

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Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Orescent Tool Co., Jonestown, N. Y.
The Keystone Mfg. Co., Buffalo, N. Y.
Frank Mossberg Co., Attleboro, Mass.
Peck, Stow & Wilcox Mfg. Co., Southington, Conn. and Cleveland, Ohio.
R. F. Sedgley, Philadelphia, Pa.
Trimont Mfg. Co., Roxbury, Mass.
WRINGERS
Eagle Woodgeware Mfg. Co., Hamilton.

Eagle Woodenware Mfg. Co., Hamilton, Ohio WROUGHT STEEL WASHERS Stanley Works, New Britain, Conn. Wrought Washer Mfg. Co., Milwaukee, Wisconsin.

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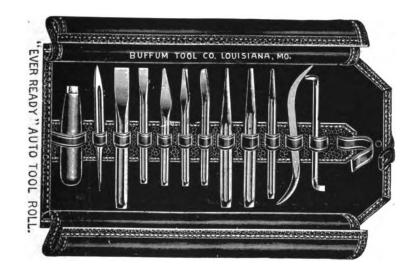
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# THE BUFFUM TOOL CO.

LOUISIANA, MO.

"High Grade Tools for High Grade Workmen"

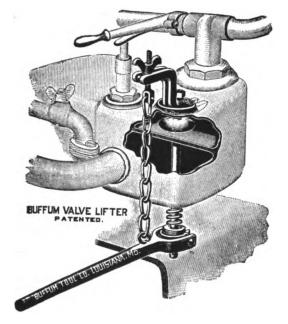
"Swastika" Trade Mark Registered U. S. Patent Office





These are the tools every automobile owner needs.

Display them and you will make sales.



If your Jobber cannot supply you, write to us for further information.

## C. W. GAUSE COMPANY

WESTERN SALES AGENTS Room No. 605 Williams Building

693 Mission Street

San Francisco, California



LINE of Garden Hose



# Completely Covers The Field

T meets every demand for garden hose—you can sell and satisfy every customer with one of these three big brands.

This, together with the fact that you can buy to better advantage when you concentrate on one line, makes the B-W-H the most direct line to profits for 1918.

BULL DOG The World's Standard

For those who place quality above price.

MILO Moulded-corrugated

Made to be cut into any length desired.

**GOOD LUCK** 

A 6-ply hose of remarkable value which meets popular demand.

The famous Boston Nozzle and B-W-H Fittings meet every requirement for accessories.

BOSTON WOVEN HOSE & RUBBER COMPANY BOSTON MASS.





For every new car that is bought next year, garage room will be necessary and thousands of new garages will be built during 1918.

The wide awake hardware merchant perceives the demand steadily growing for equipment for the garage, and stocks

# GARAGE SANTERS ELARDWARE

HERE IS HARDWARE made by experts in the manufacture of wrought steel hardware.

HERE IS HARDWARE that is made especially for Garage use—not for barns—but for garages.

HERE IS HARDWARE that is a complete line

—Bolts, Butts, Hinges, Latches, Pulls, Door
Holders, etc.

HERE IS HARDWARE famous for the splendid service it gives.

HERE IS HARDWARE which sells easily, quickly, profitably.

Stock STANLEY!

Today write for prices and catalog.

# THE STANLEY WORKS

New Britain, Conn., U. S. A.

NEW YORK CHICAGO

100 Lafayette Street 73 East Lake Street

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# DON'T TAKE OUR WORD FOR IT **MAKE US MAKE GOOD**

We want to prove to you there is ONE and ONLY ONE sure way of restoring the ORIGINAL luster to an automobile. It is the COMMON SENSE WAY of keeping an automobile in the same glossy bright condition in which it left the factory.

#### A. Schilling & Company San Francisco

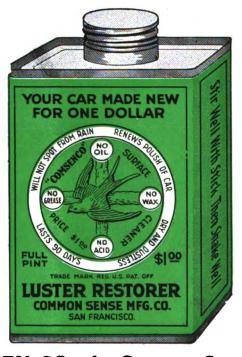
Sept. 24, 1917.

Common Sense Mfg. Co., 1451 Van Ness Avenue, San Francisco, Cal.

For the third time your "Common Sense" polish has worked wonders on my Packard Twin Six. This car has run over fifteen thousand miles during a period of one and one half years, and the original paint now again looks in fine condition.

Thanking you for the care taken, I am,

Very truly yours, D. G. VOLKMANN.



#### Eugene Schuler Company Wholesale Automobiles San Francisco, Los

Angeles

Sept. 19, 1917.

Gentlemen:-

Gentlemen:—

We not only want to thank you but we want to compliment you on the beautiful job you did for us on our demonstrator.

After driving it some eight thousand five hundred miles, with absolutely no attention paid to the finish, we naturally thought she was a fit subject for the paint shop and had, as a matter of fact, already called in a painter regarding same.

called in a painter regarding same.
Your good selves with your good system saved the day and incidentally saved us the cost of a coat of varnish varnish.

You may rest assured that we will recommend your process upon every available occasion.

Very truly yours, EUGENE SCHULER CO. HS-MH H. H. Stanley,

# COM-SEN CO., the Common Sense Way

Contains No Oil, No Grease, No Wax, No Acid Guaranteed to do all we claim or money refunded. Saves the necessity of revarnishing and looks as good as new

There is a Splendid Business in Your Own Locality Awaiting Every Jobber and Dealer

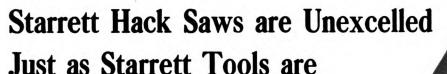
· Address Nearest Office

# COMMON SENSE MFG. CO.

1451 Van Ness Ave., San Francisco

1220 Boatmen's Bank Bldg. ST. LOUIS. MISSOURI

# DON'T TAKE OUR WORD FOR IT MAKE US MAKE GO

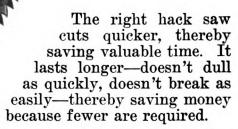


Unexcelled

Mechanics come to your store to buy Starrett Tools because they know there are none more accurate, none more dependable. It's the same with

# Starrett Hack-Saws

Whether your customer wants these saws in large quantities for a big shop or in smaller numbers for occasional use, you can show him that he buys more than a good hack saw; he buys the right hack saw, the one best fitted for the job.



Our catalogue No. 21BF describes the hack saw that is unexcelled and tells both you and your customer how to pick the number of saw that will do the best work on any given job.

# The L. S. Starrett Co.

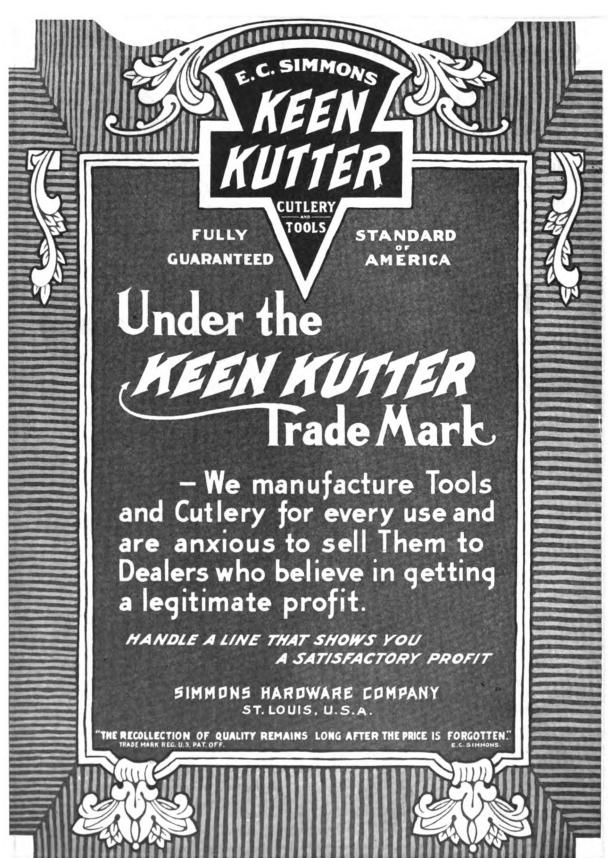
The World's Greatest Toolmakers
Athol, Mass.

New York

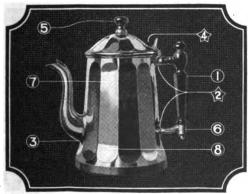
London

Chicago

42-748







Mirro Aluminum is also designed in plain, round style,



# A Trade-Mark that Stands for All that Is Unusually Good in Fine Aluminum

Millions of women who seek beauty, durability and convenience in their kitchen and household ware will be guided in their selection by the Mirro trade-mark shown above.

Full pages in a wide list of leading publications will carry the Mirro story and trademark month by month. Through this advertising the women of America will learn what to ask for and look for when they go to buy utensils that will reflect good housekeeping.

They will learn to ask for Mirro Aluminum because of its unusual quality and utility features. And to be certain of getting what they ask for they will look for this quality trade-mark stamped on each Mirro piece.

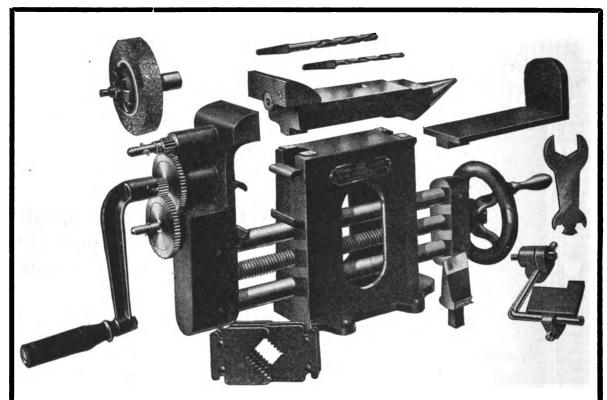
A big Mirro demand is being created for you. Write today for complete information, including dealer catalogue, prices, terms, etc.

# ALUMINUM GOODS MANUFACTURING COMPANY

Manitowoc, Wisconsin, U.S.A.

Note the features of this beautiful Tea Pot: (1) Highly ebonized, sure - grip, detachable handle. ★ (2) Handle sockets welded on. No rivets to cause leakage or to work loose. One-piece construction throughout. No crevices to catch dirt. (3) Welded spout—no leakage—easy cleaning. ★ (4) Welded combination hinge and cover tipper. No rivets. Nothing to work loose or break. No crevices (5) Rivetless, no-burn, ebonized knob. (6) Flame guard prevents handle from burning. (7) The famous Mirro finish, easy to keep like new. (8) Beautiful Colonial design. Mirro Aluminum is also designed in plain, round style.

★ Star features, 2 and 4, belong exclusively to Mirro Aluminum.



THE GREAT SIX-IN-ONE TOOL THAT PLEASES THE USER EVERY TIME IS THE

# Stewart Handy Worker

This uniquely practical combined tool machine comprises—

A good, sturdy anvil.

A steel-faced vise opening up to  $4\frac{1}{2}$  inches.

A steel pipe vise up to  $1\frac{1}{2}$  inches.

A substantial corundum grinding wheel.

A two-speed drill press.

A cutting hardie.

Complete outfit boxed weighs 90 pounds.

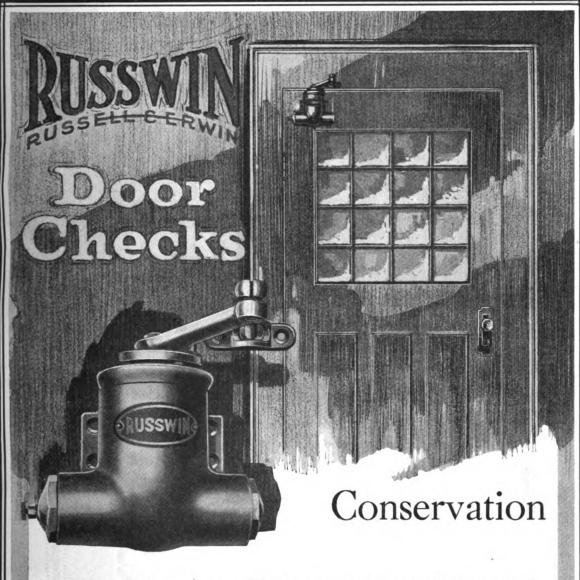
List \$14.00 f. o. b. Chicago.

Western list, \$16.00.3

From your jobber or direct.

# CHICAGO FLEXIBLE SHAFT COMPANY

N. LA SALLE AND ONTARIO STS., CHICAGO



THE scarcity and cost of fuel means that the greatest economy must be practised in its use.

The saving of heat produced means a saving in fuel required.

A RUSSWIN door check is not only a labor saving device, it makes for real comfort and conserves the heat produced. It acts instantly—and unfailingly.

# RUSSELL & ERWIN MFG. CO.

The American Hardware Corporation Successor

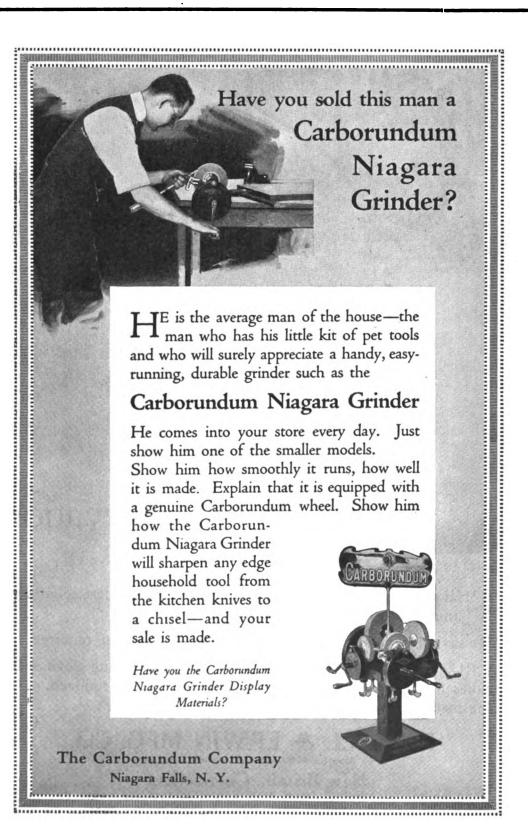
New Britain, Connecticut

New York

San Francisco

Chicago

London, Eng.



# UNIVERSAL LOLLDAY CLET

# HOLIDAY GIFTS



Electric 4 Heat Grill No. E984, \$7.50

Vacuum Carafe No. 2822 Quart \$6.50 Others from \$5.00 to \$8.00

> Vacuum Bottle with extra cups in cover. No. 581 Pint one cup \$3.25 No. 582 Quart three cup \$5.50



Electric Toaster No. E946 \$5.00



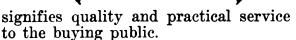
Electric Coffee Percolator No. E9637 \$11.00 Others from \$8.00 upward



Electric Iron De Luxe No. E9081 \$6.50 With Push Button Switch

This year more than ever before the necessity of serviceable gifts is apparent. UNIVERSAL goods are especially adapted to this demand. The name





The next few weeks will make a merry profit for many UNIVERSAL dealers. How is your stock of UNIVERSAL Home Needs? Are you prepared that you may participate in this inflow of gold?

You still have time to replenish your UNIVERSAL stock, providing you ACT NOW.



Electric Coffee Urn Set No. E9166044 \$33.75 Urn Separately \$17.00



Vacuum Food Jar, No. 811 Pint \$3.50 No. 812



Bread Maker No. 4, 6 Loaves \$3.00 Made in four sizes. \$2.00 to \$3.50



Percolator
No. 476, 6 cups \$5.50
Other Styles
\$3.25 and upward



Food Chopper No. 1, \$1.65 Others \$1.85 to \$2.75

# LANDERS, FRARY & CLARK

NEW BRITAIN, CONN.



# Real Sales Helps

We've put back of the Cannon Ball Combination Garage Door Set (Sliding-Folding) the kind of Sales-Help that you'll recognize on sight as being a fourteen carat business-booster. And realizing the fact that the more business you do on our goods, the more prosperous we are, there isn't a penny's cost

attached to this co-operation we extend.

Write for particulars.

# **FREE**

This Counter Display arouses interest and starts inquiry on Cannon Ball Garage Sets. It makes sales quick —tells users the whole story. And it's FREE to you on our new proposition.

# CannonBall

Combination Garage Door Sets

(Folding Sliding)

Here, in the new Cannon Ball Combination Garage Door Set (Sliding-Folding) is the most modern hanging ever devised for this purpose. It fits any door opening and insures against sagging—is easy to install and if floor raises or swells the hanger adjusts the door.



Showing the Garage Doors open, with the new Cannon Ball Combination Hanging.

It is neat in appearance and substantial in use—fits any door thickness and makes 'em absolutely weathertight—gives a convenient entrance by the swinging door and the doors fold inside requiring minimum space and are automatically and securely held open. Comes packed in complete sets.

#### WRITE FOR

Our new special deal on Cannon Ball. It's a sure fire salesmaker and profit increaser.

# HUNT, HELM, FERRIS & CO.

Main Office and Factory, 15 Hunt Street, Harvard, Ill.

Pacific Hardware & Steel CoSan Francisco,	Cal.
Dunham, Carrigan & Hayden CoSan Francisco,	Cal.
Honeyman Hardware Co Portland,	Ore.
Failing-McCalman CoPortland,	Ore.
Seattle Hardware Co	ash.
Schwabacher Hardware Co Seattle. W	ash.
Morse Hardware CoBellingham. W	ash.
Holley-Mason Hardware CoSpokane. W	ash.
Jensen-King-Byrd CoSpokane, W	

# More Cash Profits

There are two ways of making more profit. The first lies through selling more goods—the second way is by making more money on what you sell. The new plan we're putting back of Cannon Ball goods insures you extra profits from both sources. And they're safe profits too simply because the Cannon Ball satisfies your trade. There's big money in it if you act right NOW,

but the fellow who delays too long is going to get left. Action brings reward. Better write right now

# **Cannon Ball**

# Barn Door Hangers & Track



# **FREE**

Here is the new Counter Display on Cannon Ball Barn Door Hangers—it is a real working model and shows the features better than any amount of verbal description. Comes to you without cost on our new combination deal. Write for particulars.

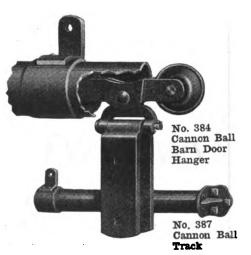
Ten years of use—heavy advertising and probably the widest sales of any barn door hanger in the Country are back of the Cannon Ball Line. Say "CANNON BALL" to your customer and he knows you're offering him a reliable article. Their construction is simple—they are

wonderfully durable and the one way by which a man can hang barn doors and forget them. No attention—no repairs. The Hangers are made with light running, noiseless, steel ball wheels mounted on strong steel frames. Frictionless and flexible and built with long roller bearings. The tubular track in which they run completely protects the hanger. This track is built in 3 ft. sections and comes crated so that it can be stored under the counter, or furnished in long lengths, assorted if you wish.

#### WRITE

Send your names and we'll send particulars of the new Cannon Ball deal that makes more sales and profits for YOU.

HUNT, HELM, FERRIS & CO.
Main Office and Factory, 15 Hunt Street, Harvard, Ill.



# PHOENIX

# Horse and Mule Shoes and Bull Dog Toe Calks

# BEST IN THE WORLD

PHOENIX SHOES ARE KEPT IN STOCK BY THE FOLLOWING HOUSES

PACIFIC HARDWARE & STEEL COMPANY
San Francisco, California,

WATERHOUSE & LESTER COMPANY San Francisco, California, Etc.

PERCIVAL IRON COMPANY Los Angeles, California.

NORTHWESTERN HDW. & STEEL CO. Portland, Oregon.

J. E. HASELTINE & CO. Portland, Oregon.

WEST COAST WAGON CO., Tacoma, Wash. GRAY BROTHERS, Scattle, Wash.

HOLLEY-MASON HARDWARE COMPANY Spokane, Washington.

> SCOVEL IRON STORE COMPANY San Francisco, California.

TAYLOR-SPOTSWOOD HARDWARE CO. San Francisco, California.

SPOTSWOOD-HELFER COMPANY San Francisco, California.

NORTHROP HARDWARE CO. Boise, Idaho,

SALT LAKE HARDWARE COMPANY
Salt Lake City, Utah.

GEO. A. LOWE CO., Ogden, Utah.

MANUFACTURED BY

# PHOENIX HORSE SHOE CO.

Largest Horse Shoe Manufacturers in the World

CHICAGO, ILL.

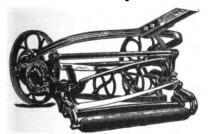
ROLLING MILLS AND FACTORIES — JOLIET, ILL., POUGHKEEPSIE, NEW YORK

# THE GENUINE

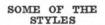
# LAWN MOWERS

### Vanadium Crucible Steel Blades.

The Master Alloy and Toughest Steel Known. Originators of the First Side Wheel Lawn Mower in 1869. Nearly a half century doing ONE THING WELL.

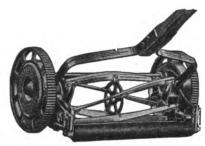


Styles "Graham" and "A," All-Steel, Practically Indestructible

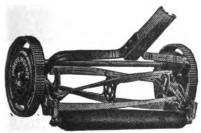


- "Graham" All-Steel. 10-in. wheels.
- "A" All-Steel, 10-
- in. wheels. Caps, 10-in.
- "K" Plain or Roller Bearings, 10-in.
- wheels, 5 blades. "All-Day," 10-in. wheels.
- "University," blades, 9-in. wheels. "Independence"
- Roller Bearing, 9-
- in. wheels.
  "Overbrook" Roller
  Bearings, 8-inch wheels.
- 'Golf,'' 6 or 8 blades.
  'Eagle' Flexible Frame Horse Mower.

All are incomparable in style, durability and results.



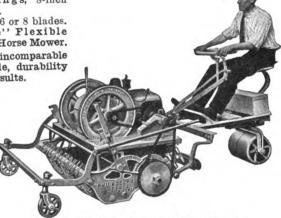
Style "K"-5 Blades-Plain, or Roller Bearings.



"Independence" Roller Bearings, 9-in. Wheel. "Overbrook" Roller Bearings, 8-in. Wheel.

Philadelphia Roller Bearings possess many advantages over old style ball bearings.

NOTICE—The public is advised that notwithstanding the disturbance in market conditions we have not advanced our list prices on lawn mowers or extra parts.



40-in. Cut Riding Type, Weight 1600 lbs. 30-in. Cut Walking Type, Weight 900 lbs. Flexible Frame, Chain Driven. Rollers have Differential Gears. Cuts 1 to 1½ acres per hour. Guaranteed against all imperfections in workmanship and materials.

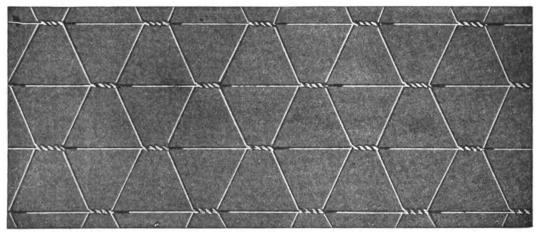
CATALOG OIN REQUEST

# The PHILADELPHIA LAWN MOWER CO.

31st and Chestnut Streets, Philadelphia, Pa., U. S. A.

HAVEN & HAVEN, 508 Mission Street, San Francisco, California, San Francisco Selling Agents

# Ideal Poultry and Rabbit Fence



# Is a Fence and Not a Netting

The horizontal wires in the Ideal Fence make it possible to stretch it perfectly, and FEWER POSTS ARE NEEDED and NO TOP OR BOTTOM RAIL. Posts may be set a rod apart, and if the fence is well stretched it will be strong and effective.

Hexagon mesh poultry netting is good and has many uses, but it cannot be stretched without pulling together in the middle, hence top and bottom rails are necessary and the posts must be close together.

Like all fences the heavier the wire the longer it will last, so we recommend the heavier styles; but for many purposes, like protecting a young orchard or vineyard where a cheap fence is good enough, the No. 20 will do the work effectively and is less expensive when erected than any other fence or netting with the same size of mesh.

For permanent poultry yards the heavier styles are better and cheaper, life of fence considered.

In all weights and styles the horizontal wires are two inches apart. The size of mesh is governed by the spacing of the mesh wires. Every style has a cabled selvage both top and bottom.

# AMERICAN STEEL & WIRE COMPANY United States Steel Products Company

SELLING AGENTS

Sau Francisco

Los Angeles

Portland

Seattle

Awarded the Grand Prize at the Panama-Pacific Exposition.



#### THE SPRING'S THE THING

in the Corbin Door Check that has removed a great source of door check trouble. Long, light and resilient and free from breakage. Not one in ten thousand fails to do its duty properly - a record that has no equal.

Send for the Corbin Door Check Book for full particulars.

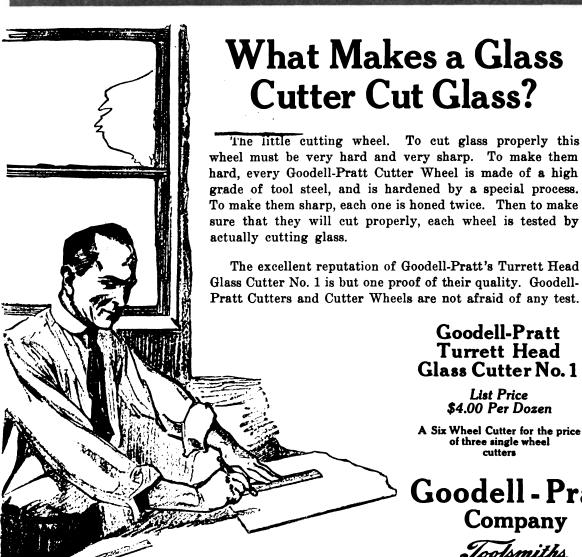
P. & F. CORBIN
The American Hardware Corporation Successor

NEW BRITAIN, CONN., U.S.A. **CHICAGO** 

NEW YORK

**PHILADELPHIA** 

# GOODELL PRAM 1500 GOOD TOOLS



Goodell - Pratt Company

Toolsmiths

Greenfield, Mass. - U. S. A.





# "Royal" means "Superlatively Good"

#### **ROYAL COTTON WASTE**

The Utmost in Waste
STANDARDIZED and GUARANTEED

Uniform Quality—"Tare" (Wrappings) 6%—Even Weight

12 GRADES

SIX WHITE

Baron Count

Czar Duke

Earl

Emperor

A Grade for Every Need of Service or Price



SIX COLORED

King

Marquis

Mikado

Prince

Rajah

Sultan

Order and Re-order by name

Ask your jobber or write for Royal Sampling Catalogue; ask for samples of Royal Wool Waste

### ROYAL MANUFACTURING CO

GENERAL SALES OFFICES AND PLANT

New York Office—2 Rector St. St. Louis Office—Pontiac Bldg.

RAHWAY, N. J.

Pittsburg Office—Oliver Bldg. San Francisco Office—Wells Fargo Bldg.

Chicago Office—People's Gas Bldg.

LOOK FOR THE BRAND ON EACH STEEL BAND

# Let us give these books to your customers



Any of your customers who have stumps or boulders to blast, trees to plant, hardpan to break or land to drain will be glad to have some of these five attractive books. All were written by experienced men to Cover Pacific Coast conditions. They are the only books prepared especially to guide Western farmers and fruit growers in their work. They have covers in natural colors. They are the most instructive and valuable books on blasting ever issued.

If you are now a distributor of



a supply of these books will be sent to you on request, and your name and address will be printed on the Cover of each book.

If you are not selling Giant Farm Powders we will furnish the books, imprinted, if you will arrange to take orders for Giant Powders and Giant Blasting Supplies.

In addition we will send you the names of farmers in your territory who write to us for these books as a result of our large advertisements in all of the Pacific Coast farm papers. We will help you, too, in many other ways. Let us send you our books.

#### Get a sample set now—mail this coupon

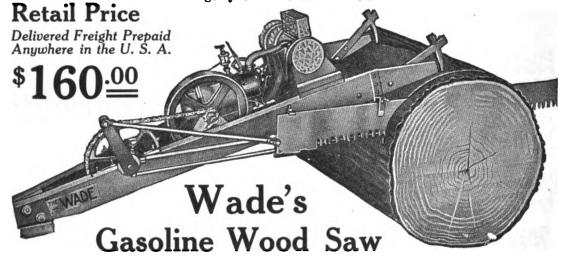
The Giant Powder Co., Con., 227 First National Bank Building, San Frances HERE	ncisco
Send us one each of your books on Stump Blasting, Boulder Blasting, Tree Planting, Subsoiling and Ditch Blasting.    Send us your book, "Helping the Retailer Sell Giant Farm Powders," which tells in detail how you help the merchant	t to
increase his sales of explosives.    Send us prices on Giant Farm Powders.	
Firm Name	
Address	
Buyer's Name	

# Big Money for You in the Wade Gasoline Drag Saw

Here is a machine that fills a long felt want—a machine that saves time and labor for its users—in fact, the kind of machine it pays you to handle. The WADE GASOLINE DRAG SAW is being advertised in a big way and has every point in its favor that an easily saleable article should have.

#### CASH IN ON THE DEMAND WE HAVE CREATED

Our advertising campaign now running in all the leading farm and trade journals is impressing the many good qualities of the WADE GASOLINE DRAG SAW on thousands of prospective buyers. By supplying convincing circulars and by direct co-operation we can help you get the full benefit of this demand. Put the WADE on your floor NOW and get your share of the sales.



(Portable)

#### 1918 MODEL----- 4 H. P. ENGINE

All 1918 model WADE Drag Saws are equipped with our new improved 4 H. P. Engine that gives an abundance of power. The WADE is made of the best materials throughout, and is always ready for use—practically never gets out of order. Simple, compact, easy to operate, long lived.

Logging Camps are adopting the WADE at an enormous saving in time and labor, and it is generally known that the lumbering industry has no patience with inefficient and unreliable machinery. An attractive contract is ready for the right kind of dealers in open territory. Write TODAY for details.

#### IT WILL PAY YOU TO GET OUR DEALER PROPOSITION

Oldest and largest independent wholesalers of farm machinery in the Northwest.

RM-WADE & CO.

FORTIAND TO RESPONSANEWASH

322 Hawthorne Avenue, Portland, Ore. 910 N. Howard Street, Spokane, Wash.

52 years' experience has given us the ability to test and judge the efficiency of farm machines.



### **Up-to-date System for Retail Stores**

#### Electrically Operated National Cash Register

Great labor-saving machine for retail merchants.

It does 15 things in three seconds.

It does quickly what clerks can't do.

Tells which clerk sells the most goods.

Advertises your goods direct to your customers.

### The New N. C. R. Credit File

Cuts out all bookkeeping of customers' accounts.

No customers' ledger, blotter or daybook.

Every customer's account balanced to the minute.

Complete record with one writing.'

Saves time and work for clerks.

Customers like it; it saves their time.

Prosperity is increasing. Freight congestion is growing greater. Hence don't delay.

Order now and get the profits which our system will make for you.

It more than pays for itself out of the money it saves. Sold on small monthly payments.

Old cash registers repaired, bought, sold, rebuilt and taken in exchange for new registers.



Adapted to retail stores of all kinds, from the smallest to the largest

To Dept.137-A, National Cash Register Co., Dayton, Ohio

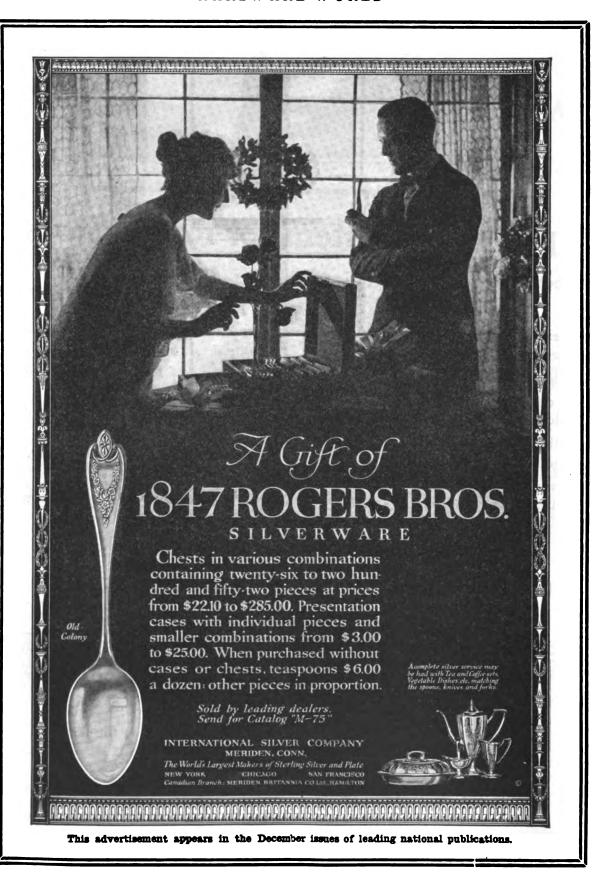
Please send me full particulars of your latest model cash register and the new N. C. R. credit file.

Get the benefit of these prosperous times

Name	
Business	•
A.1.	

Cut out this coupon and mail it today





Stop! Look! Think!

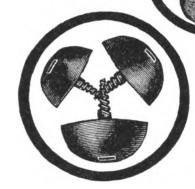
OF THE GREAT PROFIT IN OUR SPECIAL ASSORTMENT OF

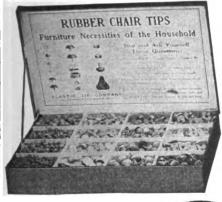
### "Elastic" Chair Tips

consisting of the most salable and profitable sizes, viz:

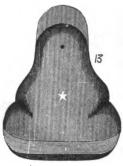
- 8 Gross Rubber Head Nails.
- 4 100/144 Gross Bumpers.
  - 17 Doz. Slotted Screw Tips.

  - 4 Dos. Wood Peg Tips. 3 Dos. Patent Bocking Chair Tips.
  - 4 Doz. Stetson's Combination Cushion Chair Tips.











### "Elastic" Chair Tips

Prevent injury to floor and carpet, stop the noise nuisance in the hor e, the schoolroom, the restaurant, the public hall—wherever wooden chairs are moved about on wooden floors, concrete or tiling.

Their almost universal usefulness and necessity make them most profitable sellers-if pushed.



"Elastic" Chair Tips. Order the "Elastic" Assortment now-display it-then watch the "Elastic" sell!

ELASTIC TIP CO.

370 Atlantic Ave., Boston, Mass.

# New York Stamping Company's Latest War Baby

Strong Sanitary Cold Handle Popular Prices



Now in the Hands of All Jobbers Ready for Immediate Delivery

Manufactured by the

New York Stamping Company Brooklyn, New York

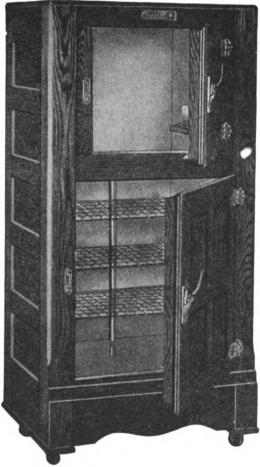
Wm. P. Horn Co., San Francisco, Los Angeles, Portland



The Enterprise Mfg. Co. of Pa. :: Philadelphia, U. S. A.

If you haven't the "Enterprise" Catalog, write for a copy. Circulars of "Enterprise" Specialties, imprinted with your name and address, supplied on request

# BALDWIN Dry-Air Refrigerator



"The Box with the Steady Cold Wave"

### 150 Handsome Styles

ASH, OAK, SOFTWOOD CASES; OPALITE GLASS, VITRIFIED POR-CELAIN, AND METAL LINED

### "The Cold, Clean Kind"

Baldwin's do better work with less ice than any other refrigerator made. They keep food preserved in the best possible manner, because of their positive one way current of absolutely pure, cold, dry air, moving swiftly around articles stored, and constantly cooling and purifying every square inch of the refrigerator.

Many Baldwin Refrigerators in constant use for 35 years are still giving the utmost satisfaction.

Don't sell a "cheap" refrigerator it wastes your customer's money and is a source of annoyance every day he uses it.

Baldwin's are lined with snow-white opalite glass 7-16 inch thick; vitrified porcelain, seamless porcelain, white enamel or metal. There are 150 styles in stock. Don't experiment with new makes of unknown quality—sell the Baldwin—the "kind the old folks used."

SEND A POSTAL FOR OUR BIG CATALOG

## The Baldwin Refrigerator Co.

**BURLINGTON. VERMONT** 



### Of course, you've placed an order for "PENNSYLVANIA" Quality Lawn Mowers, but—



This trade mark is on the handles of:

- 'Pennsylvania' "Great American"
- "Continental"
- "Pennsylvania Jr."
- 'Shock Absorber'' 'Golf
- "Putting Greens"
- 'Horse'
- 'Pony'
  'Undercut Trimmer'
  'Braun Grass
  Catcher' Lawn Cleaner'

Have you ordered them shipped at once? If not, do so promptly.

You know shipping conditions are liable to get worse rather than better.

It's better to have your lawn mowers in your own warehouse than on the shippers' order book.



teonomia deste nanticipi salbane a 1 C a



#### Madelike this

The Corco Stove Pipe booklet, showing all style locks, will be mailed on request.

# VOT?

is made from Even Colored, Polished, Planished or Galvanized Steel Sheets, in all gauges, and in 4" to 7" diameters.

Six style locks to choose from, all simple, strong and capable of making a perfectly rigid joint.

Corco Stove Pipe is shipped in steel casks with wood heads that save a joint on every package. With paper wrapped or wood crated pipe the outside joint is usually battered

and rusted when delivered and must be thrown awav.

Corco Pipe, in the steel drum, comes to you with the outside joint in the same good condition as the inside sections. Makes handling and storage easy. Can be used over again.

#### Whitaker-Glessner Company WHEELING CORRUGATING DEPT.

Wheeling, W. Va.

Branch Offices and Warehouses New York Philadelphia Chicago St. Louis Kansas City Chattanooga Richmond

Members of National Association of Sheet and Tin Plate Manufacturers.

Shipped like this





### Sell Saws That are Mechanically Right

That is the way to satisfy your customers. They want saws that cut right, that hold their cutting edge, that are made of high grade steel. While the carpenter is today not so much interested in finish, he still likes to have a good looking saw and surely there is no other which compares with the Simonds in finish.

There is none which excels it in quality. It leads them all in profit to Dealer and value to Customer. Send for catalog and terms.

#### Simonds Manufacturing Company

"The Saw Makers"

Portland, Oregon San Francisco, California Seattle, Washington Vancouver. B. C.



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Pop Up-Automatic Lawn Sprinkler In Operation On the Grounds of the

#### UTAH STATE CAPITOL BUILDING

Can be regulated for any spray from a fine mist to a very coarse stream. Made for half inch connections. Has 25'-0" distribution with 75 pounds pressure. Made of non-corosive metals. Has but three parts, nothing to wear out. Flush with ground when not in use, made to cover one half circle or full circle. Write for sample booklet and prices. For Sale by

W. D. ALLEN MFG. CO., Chicago, Ill. PITTSBURG VALVE & FITTING CO., Barberton, Ohio.

> AUTOMATIC LAWN SPRINKLER CO. Salt Lake City, Utah



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# CHICACO SPRING HINGES

### Trade Building

Have you a stock of Spring Hinges that have distinctive selling features which your salesman can offer and which would make the prospective purchaser buy them and no other?



### Chicago "Relax" Spring Hinges

are in great demand. They are substantial in construction and readily applied. The EXCLUSIVE FEAT-URE of spring action release, allowing the door to be placed open at any desired position and automatically reengaging when the door is closed, is of recognized merit and utility.

Send for Catalogue W-32. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company,

**CHICAGO** 



NEW YORK

# Remove Stock Rapidly and Smoothly



### "The **DELTA**I

Is the only Line of Files from 8 to 24 inches that are made absolutely of

#### ORUCIBLE STEEL"

This high quality material and our scientific hardening and tempering methods enable us to produce files of exceptional durability.

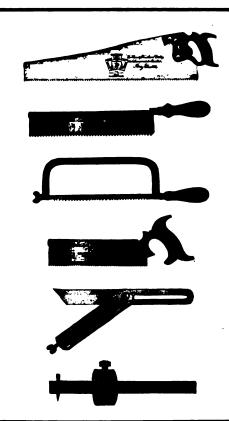
Delta Files are made in several shapes and sizes—there is a shape and size for your particular requirement.

Use Delta Files in your shop—you will increase your output and greatly reduce your cost of filing.



This trade mark safeguards the interests of thousands of file users everywhere. Always look for it.

DELTA FILE WORKS



#### **HOW ABOUT THE Handy-Man-About-the-House**"

Almost every home can use and really needs tools of some kind and this is a field which many dealers neglect to cultivate. But in many of these homes are potential amateur mechanics who would, if assisted and encouraged, develop into regular purchasers of not only a variety of tools, but also other hardware. Almost every man has some mechanical ability and we all like to see the results of our own skill. All that lots of them need is a start. Cultivate this field.

Encourage the "home-mechanic" in your newspaper advertising and window displays. Show good samples of home-made cabinet work. Suggest it in various ways that your local conditions offer and you will have opened up a field of large possibilities.

Sell them only high-grade tools. Enquire what kind

have opened up a field of large possibilities.

Sell them only high-grade tools. Enquire what kind of work they intend doing and give them the particular style suitable for that work. Many a customer has been lost because a clerk was not sufficiently interested in the customer's needs. For instance, no better saw is made than the DISSTON, but a 6-point hand saw is not suitable for cabinet work in hard wood. The amateur is consequently discouraged at the outset. See that he has the right quality and type of tools at the start and his enthusiasm will bring him back to add to his kit and equipment as his skill and requirements expand.

A fine foundation is a set of

A fine foundation is a set of

#### **DISSTON SAWS**

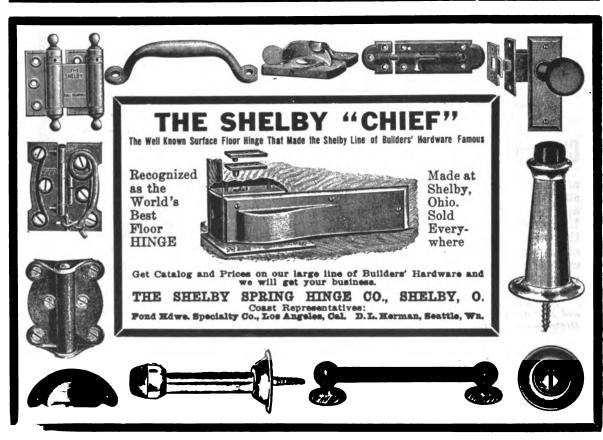
Other Disston Tools are of the same high standard.

#### HENRY DISSTON & SONS. Inc.

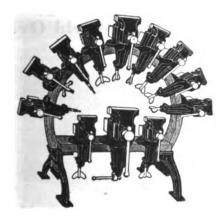
**PHILADELPHIA** 



U. S. A.



### Stanley Tools



To Increase Your Small VISE Business Put in a Line of

### "JERSEY" VISES

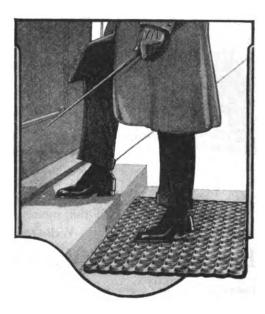
They are strong, serviceable tools and have long been popular with both mechanics and amateurs. The SCREW (body, head and collar) is in one piece turned from cold rolled steel and has a square lathe cut thread. The steel Jaws are hardened and all Jaws are ground to insure that they meet squarely when tightened. Both back and front Jaws are filed to fit. Made with either Clamp or Swivel Bases, with iron or steel Jaws, and in six sizes.

Displayed on the Stand which accompanies each ASSORTMENT, they cannot help but attract trade.

We have special literature containing complete description of all styles. Let us send you a supply, also attractive display card.

STANLEY RULE & LEVEL CO. New Britain, Conn. U.S.A.

### Keeps Floors Clean



UD, snow and ice tracked indoors and ground into rugs and polished floors is as unsanitary as it is unsightly. Certainly any article that will catch this dirt and keep it outdoors will appeal to the housewife.

### The McKINNEY Steel Door Mat

scrapes mud and snow-covered shoes clean—always. Most mats become so clogged with mud and dirt as to render them utterly useless in a very short time. By reason of the open mesh construction of the McKinney Steel Door Mat, dirt falls through to the porch floor where it can easily be swept away as accumulated. It possesses a neat appearance and will render satisfactory service for years.

We have prepared window and counter cards, display stands, electros. and folders to be furnished with dealer's imprint for counter use and distribution in letters and bills.

A small amount of effort now will bring big returns all winter long. May we send details of our co-operative plan? Write now.

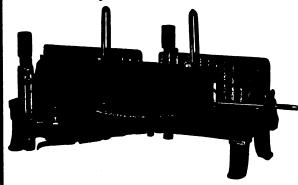
McKINNEY MFG. CO.

Makers of Hardware

PITTSBURGH

### Stock the MARSH Line

It's Easy to Sell



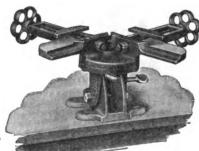
**BECAUSE** 

It's Known the World Over

I T

H

BEST



We manufacture Quality Miter Machines, Vises, Sanders, Choppers, Iron and Steel Miter Boxes. • The BEST that money can PRODUCE and the PRICES are RIGHT.

Write for Circulars and Prices

#### H. C. MARSH COMPANY, 212 Race St., Rockford, Ill.

OMER COX Underwood Bldg., San Francisco, Cal.

← WESTERN REPRESENTATIVES 

→ →

JONES & COX Newhouse Bldg., Salt Lake City, Utah

TAYLOR & COX Ideal Building, Denver, Colorado

SANDS & COX San Fernando Bidg., Los Angeles, Cal.

STRIMPLE & COX
L. C. Smith Bldg., Seattle, Wash.

### PORTER'S New Easy Bolt Clippers



Are you handling the

#### 10-in. and 14-in. O.K. Cutters?

If not, my Pacific Coast representatives will tell you why you should.

Omer Cox. Underwood Bldg. San Francisco, Cal.

Jones & Cox. Newhouse Bldg., Salt Lake City, Utah

Sands & Cox, San Fernando Bldg., Los Angeles, Cal.

Taylor & Cox, Ideal Bldg., Denver, Colorado.

Strimple & Cox, L. C. Smith Bldg., Scattle, Wash,

#### H. K. PORTER

ASHLAND STREET, EVERETT

### "PON"

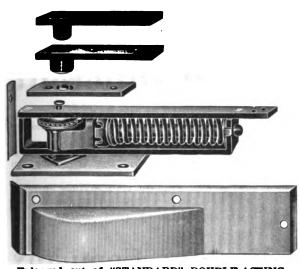
Is the very best Hand Machine that money can buy, for setting Tubular or Bifurcated Rivets



IT'S GUARANTEED SOLD BY JOBBERS EVERYWHERE

F. H. SMITH MFG. CO.

CHICAGO, U. S. A.



Enlarged cut of "STANDARD" DOUBLE-ACTING SPRING FLOOR HINGE, showing Side and End Plates and Top Pivot.

THE ADDED DURABILITY OF

### "Standard" Floor Hinges

has been fully proven by the most severe tests as well as years of actual experience of the dealer and user.

In offering you our line, we are offering the largest line of FLOOR HINGES known—"STANDARD."

All of our products are built of high grade material and by skilled mechanics devoting their entire time to the development and manufacture of the "STANDARD" line of Floor Hinges.

You can select from the "STAND-ARD" line any type of a FLOOR HINGE you wish—





"STANDARD" CHECKING FLOOR HINGE, for either single-acting or double-acting doors.

### DOUBLE-ACTING SUBPACE PLOOD EINGES,—DOUBLE-ACTING CHECKING PLOOD EINGES,—SINGLE-ACTING CHECKING PLOOD EINGES.

Six different types—in different sizes of each.

We are the only exclusive FLOOR HINGE manufacturers in America and manufacture the largest line known.

Write for information and prices on the only complete line.

THE STANDARD MFG. CO., Shelby, Ohio, U.S. A.



### LEBANON

### A Different Bit—A Bit Different



The Lebanon Bits are different—different in such practical, common-sense, value-making ways, that their differences strongly recommend them to experienced dealers and buyers.

They are designed in a different way. With the famous "Z" twist and keencutting edges, Lebanon Bits sever the wood like a sharp chisel and bring out the chips without heating.

Lebanon Bits bore from 40 to 60 per cent further with the same number of turns than any other bit on the market, and leave clean, chipless holes behind them.

Dealers and jobbers will find the Lebanon bit, backed by strong sales policy, an exceedingly attractive proposition. Write

#### The Lebanon Machine Company

Lebanon, New Hampshire



and Owick

San Francisco: DUNHAM, CARRIGAN & HAYDEN OO.



Salt Lake City: E. C. COFFIN CO. 303 Atlas Bldg.

#### "Easy Emptying" Grass Catchers

"Favorably known the world over' now made with

Re-Inforced **Non-Slipping** Bottom

Rigid Light Durable

Many exclusive patented features and strong selling points explained in Catalog No. 14.

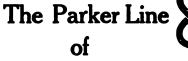
Write for it



Some of Our Pacific Coast Jobbers California Edw. Co. Pacific Edw. & Seed C Fulling-EcCalman Co. The Schaw-Batcher C Eczeyman Edw. Co. Schwabacher Edw. C Eclley-Mason Edw. Co. Schwabacher Edw. C Marchall-Wells Edw. The Thomson-Diggs

Dunham, Carrigan & Maydon Co.

The Specialty Mfg. Co. St. Paul, Minn., U. S. A.



## Wire Good

ARE KNOWN ALL OVER THE UNITED STATES

They are Standard, Well Finished. Well Packed and Sharp Threads

TRY US WITH YOUR NEXT ORDER

Parker Wire Goods Co.

Worcester, Mass.

### THE JAMES SWAN COMPANY

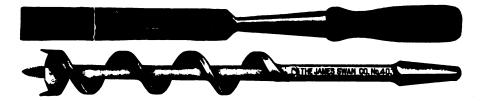
SEYMOUR

CONN.

Bits Augers



Chisels
Draw Knives



Nail Sets Gimlets



Gouges
Screw Drivers

NEW YORK OFFICE, 100 LAFAYETTE STREET

WE WERE AWARDED THE MEDAL OF HONOR ON MECHANICS' TOOLS AT THE PANAMA-PACIFIC EXPOSITION.

SOLD BY THOMSON-DIGGS COMPANY, SACRAMENTO, CAL.

# Ideal Elevator Door Hardware Makes Elevator Operation an Easy Occupation



Elevator doors hung on Ideal Hangers suspend from a rider bar which rolls over steel balls. The balls in turn roll over steel track.

To get the idea clearly, put a marble on your table and roll a ruler over it. The marble rolls over the table and the ruler rolls over the marble.

#### Friction is Eliminated

and at the same time the ruler travels at double speed. In the case of Ideal Elevator Door Hangers, the ruler is represented by the rider bar from which the doors are suspended.

Ideal Hangers run easily and noiselessly. Protected from dust and dirt. Regularly made for single doors, two-speed doors, three-speed and combination elevator doors, doors in pairs. The ball retainer keeps the balls properly spaced. Length of hanger is equal to width of door, making an even distribution of the load.

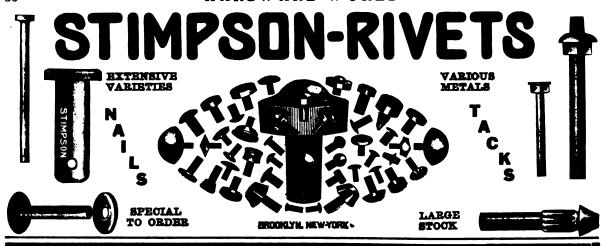
Specific information and prices furnished without obligation. Write for illustrated folder



BAI PRANCISCO ISST VISITE CONTAGO AURORA, ILLINOIS, U.S.A.
Richards-Wicox Canadian Co.Ltd.London.Ont.
"A hanger for any door that alides

PHILADELPHIA PHINDEAPOLE BOSTON STLOVE





#### The BRIDGEPORT HARDWARE MFG. CORPORATION BRIDGEPORT, COMM.

#### "BOOST" YOUR SALES

Four Drivers each 4, 5, 6-inch with stand, Rubberoid Handle, Nickeled Ferrule, and Tempered Blade. Fully warranted.

THE MATCHLESS TIRE TOOL



Tempered Steel 111/2 inches

C. W. GAUSE CO.

Western Sales Agents

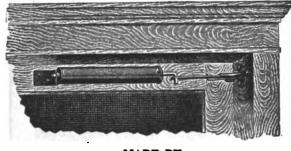
693 Mission Street, San Francisco, Cal.

Lastern Sales Agents

New York City

New York





MADE BY

### **Screen Door Check**

The only Check that has the jack-knife lever which allows the door to open clear up against the wall without strain on the Check.

It also has a positive plunger and automatic inlet valve for air.

The above features together with the low price makes it the best Check for user, dealer and jobber.

Quickly and easily attached by anyone.

If your jobber can not supply you, write us and we will give you the address of your nearest jobber who handles our Check.

#### SUPERIOR SPRING HINGE COMPANY, 136 West Lake Street, Chicago



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Dealers in Hardware, Auto Supplies, etc., find that time and space are saved by using the Revolving Cases for keeping loose Bolts, Screws and Auto Accessories. Everything is kept right at the clerks' fingers' end. Catalog sent on application. All jobbers handle these

American Bolt & Screw Case Co., Dayton, O.





Established 1863

"'Highest Award (Medal of Honor) for FILES and R A S P S, Panama-Pacific International Exposition, San Francevisco."



#### **V&B PATENTED All Steel Wood Chisel**

For Prying and Ripping. Can be used with a hammer. No wood handle to break. Every carpenter should have one of these chisels in his tool kit for heavy cutting work. Sizes ½ to 1½ inches.



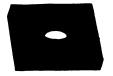
No. 100 Ass't contains 6 %-in., 4 1-in., 2 11/4-in.

Vaughan & Bushnell Mfg. Co.

Makers of Fine Tools

2114 Carroll Avenue, Chicago

#### There is a Difference in Washers





Just as in any other commodity. Our Washers are made of the Best Material and with the utmost care. That's why the largest users of Washers prefer those of our mate.

We also make

**Malleable Washers and Cast Iron Washers Wrought and Steel Plate Washers** 

of all descriptions. Round and Square, Plain or Galvanised.

**Annealed Rivet Burrs Fellow Plates Sheared and Punched Plates** 

PROMPT SELPMENTS

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# DOUBLE ACTING



have the weight supporting bearings cor-rectly located to liberate the action of the springs, redu-cing breakage and increasing springs, power and increasing spring power, preventing unequal wear of the barrels, and giving practically unlimited durability.



ommer Floor Surface Spring Hinge Has Belease and Moldback Features, Ball Bearing and Alignment Device Bommer

The most durable hinge of its type; holds the door open when swung to 90 degrees. The spring-action can be entirely released so door will swing free, without spring-action, by inserting a wire nail (when the door is open) into a hole provided in the side plates. The spring - action can be restored by withdrawing the nail.



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### Clover Leaf Manila Rope



Demand for first-class Manila Cordage has never been better than at present. To supply the many new ships being built on the Pacific Coast is drawing heavily upon stocks. CLOVER LEAF MANILA meets the requirements splendidly and builders need have no hesitancy in fitting out vessels with this brand.

This increasing demand for Clover Leaf Rope is the best evidence of its superiority. Dealers in rope are assured that stocks can be well maintained as prices will not reduce for some time to come, and then gradually.

This company is now making and supplying Tarred Marline, Ratline, Hambroline, Rounding, Spun Yarn, Seizing and Hemp Cordage.



Handled by jobbers or can be had direct from

#### The PORTLAND CORDAGE CO.





# GARDEN HOSE

THE
BRANDS
OF
GARDEN
HOSE
WHICH
INSURE
QUALITY

Portland, Oregon







INSIST
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AND YOU
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THE
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Designed Right — Built Right Strong — Durable — Efficient

The largest line of blacksmith forges, drills and blowers manufactured by any one company. A style for every service.

Our General Catalog No. 179-37 illustrates and describes the complete "Buffalo" line of hand and power operated machines. Mailed on request.

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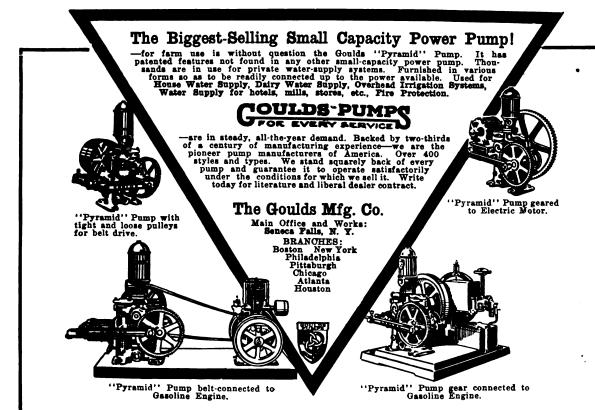
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You will find it in the Heart

### of Every COLUMBIAN

**Product** 

**COLUMBIAN ROPE COMPANY** Auburn. "The Cordage City." New York

### **QUALITY, plus SERVICE, equals SATISFACTION**



In offering you our line of goods, we are offering you QUALITY and SERVICE, and complete Satisfaction comes only in the selection of goods that have stood the test of time. In stocking our goods, you get this SATISFACTION.

Our EAGLE MOP WRINGERS and BUCKETS COM-

BINED, and SUPERIOR FOLDING WASH BENCHES have the reputation of never failing to satisfy. You will find these two lines, quick sellers and big profit producers.

Our products are built of high grade material and are guaranteed

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Manufacturers.

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Will hold a 10, 11 or 12 ind clothes wringer.

### "FLAGG" Malleable Fittings

Prompt Canal Shipments

Direct From Philadelphia Means Good Service to You

Ask Our Coast Representatives

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Established 1856

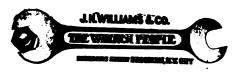
Stanley G. Flagg & Co. Philadelphia Pa.

### WE DON'T SIDESTEP

our obligation to advertise effectively to the consumers who need your stocks. It's not the easiest way nor does it produce the quickest or largest returns for the money expended, but it is the only effective way of bringing customers to your store and the only sure way of affording you the opportunity of rapid turnover.

By doing this and by maintaining an unequalled distribution within your reach we assure your satisfaction in handling Williams' "Grand Prize" Tools and minimize your expense of selling and your investment in stocks.

No competing tools afford you this opportunity in so great a measure.



### Samson Spot Sash Cord

Extra quality, guaranteed free from all imperfections. Can be distin-guished at a glance by the Colored Spots. Specified by architects and builders everywhere.

We manufacture braided cord in all sizes, colors and grades, for all purposes. Carried by all jobbers.

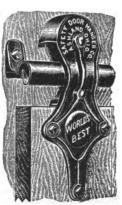
SASH CORD CLOTHES LINES SOLID BRAIDED ROPE

SHADE CORD MASONS' LINES CHALK LINES

Send for catalogue and samples.

### Samson Cordage Works

Boston, Massachusetts



YOU ARE RIGHT IN RECOMMENDING

"WORLD'S BEST" IN NAME AND FACT

### World's Bost Tubular Track

Barn, Factory and Warehouse Door Hanger

#### EXCLUSIVE PEATURES

Frame is best grade malleable iron.

Wheel underneath track prevents derailment.

Wide bearing of the wheel distributes weight and makes it the Easiest Eunning Hanger on the market. Packed one pair in box complete with bolts; one-half dozen pairs in a case.

Track has Slidable Bracket, which has made the World's Best Hangers so popular with the building

If your jobber can't supply you we will.

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C. N. & P. W. JONAS, Right Bldg., San Francisco, Cal. and Equitable Savings Bank Bldg., Los Angeles Western Representatives

#### **GARDENS — GARDENS — GARDENS**

-were there so many people engaged in

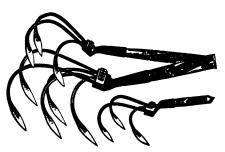
Increased production, is our Country's cry.
"NORCROSS" GARDEN CULTIVATOR-HOES
AND WEEDERS are playing an important part
in this Nation-wide movement. They are favorite
tools; but—the demand almost exceeds the postools; but—i

DEALERS: Don't delay your orders.

Jobbers are buying heavily, that you may be supplied. Early buying may pay you big dividends.

Remember the name—"NORCROSS."

C. S. NORCROSS & SONS **Manufacturers** BUSHNELL, ILL., U. S. A.





This newest Coleman Lamp is the best seller yet. So simple, economical and safe, that customers buy quickly. Every sale means a liberal profit to you.

#### LIGHTS WITH A MATCH

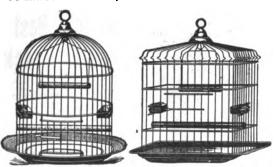
The Coleman "Quick-Lite" is the most wonderful lamp to handle. No torch needed. Lights with ordinary matches like any plain kerosene lamp. Makes and burns its own gas from common gasoline or kerosene. Gives a brilliant, steady light of 300 candle power without glare or flicker — more light than 20 old style oil lamps. Can't explode. No danger if tipped over. Very ornamental and comes in variety of styles.

Dealers wanted in all parts of the country. Write at once for catalog 36 and agency proposition. Address nearest office.

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#### O. LINDEMANN & CO.

35 and 37 Wooster St., New York 'Established 1863



#### Parrot Cages Must Be Strong

Ours are Positively the Most Durable

Manufacturers of JAPANNED, BRASS and TINNED WIRE

#### **Bird Cages and Cage Sundries**

Pacific Coast Representatives A. L. CONGER CO. 731 MARKET STREET, SAN FRANCISCO, CALIFORNIA

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#### 10 Cent Fly Swatter

This swatter has an extra long handle—10 inches. It is very neatly and securely bound with soft green felt—cannot mar the finest furniture. Especially adapted for parlor or drawing room use. We have made it extra strong and flexible—will outlast any now on the market.

Our 5 cent swatter is the best ever sold for a nickel. It has a triangu-lar fold, permitting the insertion of your ad. if you desire.

Now is the time to place stock orders. We'll gladly quote prices and terms.

### Atlas Mtg.

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Give your customers greater They value for same money. can cut out the seams on the improved LEE as broom wears shorter and receive double service over the old style wire made broom.

Lee Broom & Duster Company, Lincoln, Neb. (Nearly 50 years making better brooms)

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Cobblers' Nails, Glazier Points, Etc.

Double-Pointed Tacks and Staples

Send for Illustrated Catalogue, most convenient and comprehensive

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Successors to Shelton Co.

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Improved Perfect Clinching Hose Menders are fast sellers. Made with seamless brass tubes and heavy galvanized clamps. Also all steel retinned. Every clamp is turned inwardly to grip the hose. Prices right.

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We manufacture everything from dependable hand fire extinguishers to large chemical engines and chemical tanks for fire department service. There's good profit in being our agent. We carry the stock. Write us for in being our agent. We carry the stock. Write us for catalog and special hardware discounts. Manufacturers of Fire Apparatus.

O. J. CHILDS CO., Utica, N. Y.

### Sells on sight and nets you a handsome Patented profit.

The moment a garden owner glimpses the brand new features of the "Gilson"—the new combination weeder—cultivator and rake—with its oscillating double-edged blade (which "cilps" the weeds and loosens the soil on either stroke) and its long-tined reversible rake—the sale's as (which "eng

stroke) and its long-lined reversible take the background as made.

Comes in four sizes suitable to field, garden, truck patch or flower bed. Affords a liberal profit to the dealer.

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Sold by All Buy a Leading Jobbing and Supply Houses SAMSON or ROWELL



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SWITCH ENGINE **YOUR OWN** 

PRICE EACH. \$5.00

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HE successful retail merchant today is constantly planning how to keep his investment in merchandise at the lowest possible point and still maintain a profitable volume and satisfactory turn-over. This problem exists in every business and is of the utmost importance in these times of high prices and fluctuating values.

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Merchants who will let us CARRY THE STOCK ON OUR SHELVES, and send it to them as it is needed will keep their own investment at the lowest possible figure, and will be able to confidently face the future, knowing that they are well fortified to meet any emergency.

#### THE SALT LAKE HARDWARE CO.

Salt Lake City, Utah — Pocatello, Idaho



CONTRACTORS IN YOUR OWN TOWN USE THIS BAR-ROW.

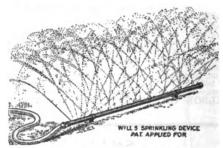
ARE YOU SUPPLYING THEM! ASK FOR PRICES.

WAREHOUSE TRUCKS, CASTERS, CONCRETE MIXERS, SCRAPERS, HAND CARTS, FIBRE WHEELS, MILK CARTS, ETC., ETC.



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Three Superior Qualities

Durability—Efficiency—Cheapness.

Made of steel galvanized pipe. Saves 25% on Water Bills. Covers 25% more surface with same water. No Rust—No Leaks—Solid standards—securely attached. No bending or breaking. Hose connection BEST made.

The Spray is distributed equally covering averages.

BEST made.

The Spray is distributed equally covering every space and corner.

Made in all Lengths, and to suit any pressure.

Guaranteed for 10 years' service if preparly cared

Guaranteed for 10 years' service if properly eared for.

Ask your Jobber or send direct to the Factory for our descriptive folder.

WILLS SPRINKLER CO.
607 CROCKER STREET, LOS ANGELES, CAL.



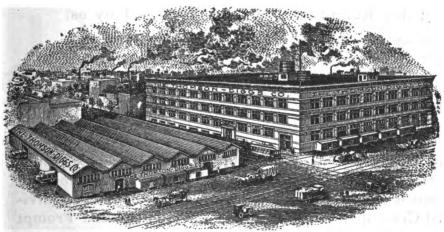
SUCCESS at the traps and in the field is so common a thing when the P Brand is used that expert sportsmen everywhere unsist on Peters because it is an aid to good results. Stock up with Peters Shells and Cartridges, and you will be absolutely sure that your ammunition is all right.

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For the Centinued and Increased Growth of Our Trade



know them.

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The House of Fair and Square Dealing—Ask Our Customers

EVERYTHING IN HARDWARE, IRON, PIPE AND HOUSE-HOLD UTENSILS, SPORTING GOODS AND CUTLERY

THE THOMSON-DIGGS COMPANY, SACRAMENTO, CAL.

# YOU MR. WANT

Insurance that Protects You Against Loss and at the same time as Low as Insurance can Safely be written

The Washington Hardware & Implement Dealer's Mutual Fire Insurance Association, of Spokane, Washington, is conducted by hardware and implement dealers for their sole benefit and protection

### You Can't Afford to Experiment

with methods and plans and theories that may be considered all right today and tomorrow may change

Look at this Record of Premiums Returned by us:

Dividends paid: 1907, 25 per cent; 1908, 33 1-3 per cent; 1909, 33 1-3 per cent; 1910, 33 1-8 per cent; 1911, 33 1-8 per cent; 1912, 35 per cent; 1913, 35 per cent. Thirty-five per cent of premiums on policies expiring during the present year is to be returned to the policy holders.

Can give you a list of thousands of satisfied policy holders.

Insures Store Buildings, Stocks, Dwellings and Household Goods belonging to Hardware or Implement Dealers who are members of their State Association. Profits returned to Policy Holders in dividends selected Class of Risks. Equitable Adjustment and Prompt Payment of Claims

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#### The Financial News (London) says:

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"'Thrice is he armed that hath his quarrel just, Wrote British Shakespeare, in his day no dolt: I guess that notion's altogether bust, Six times he's armed

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YOU make no mistake when you advise your customers to follow the Government's example and adopt COLT'S for THEIR Firearm needs.

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PACIFIC COAST REPRESENTATIVE, PHIL. B. BEKEART CO., SAN FRANCISCO.



BEAUTIFY FURNITURE PROTECT FLOORS and Floor Coverings from injury by using GLASS ONWARD SLIDING FURNITURE SHOE

In place of Castors

If your dealer will not supply you write us.

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nail Clipper. Twelve in a box or display

H. C. COOK CO. ANSONIA. CONNECTICUT

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You can make that

#### Old Kitchen Drain Board

New and Sanitary by using

Reg. U. S. Pat. Off. Wonderful Chemical discovery that anyone can apply in a few minutes. Leaves a brilliant white Porcelain-finish, dries quickly, hard as flint, durable, WATERPROOF. Thousands of satisfied good housekeepers testify to its merits. Sold by Hardware Merchanis, Decorating and Department Stores. Write for interesting free circular and prices to the trade. The "NU-SINE" Co., 263 I. W. Hellman Building Los Angeles, Cal. (Factory San Francisco)



excellent article and ecomes infatuated with it. Thus writes one of our enterprising

HE IS MAKING MONEY! Acquire the same habit and write TODAY for prices.

Schlichtor Manufacturing Co. HAMILTON, OHIO

# Here's the Sprinkler that's in Big Demand



### THOMPSON'S IMPROVED TWIN LAWN SPRINKLER

Throws fine mist-like spray. Very novel design. Non-corrosive. Made of zinc, lined with brass. Covers large area. Order now. Sold thru leading jobbers. Write at once for descriptive folder of sprinklers and permanent systems.

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East Eighth and Santa Fe Avenue
LOS ANGELES



### American Seal Cements

ASBESTOS FURNACE CEMENT will withstand more heat than iron, bakes as hard as the casting itself, and will not crack, shrink, crumble or fall out.

ELASTIC OIL ECOF CEMENT is a superior article in colors for bedding slate and tile roofs and repairing leaks in tin, metal, gravel and composition roofs. Especially adapted for pointing up around skylights and fire walls.

CARBON CEMENT, the peer of all lightweight cements, is made up of long asbestos fibre, and elastic, adhesive waterproof gums. The ideal cement for making an old roof new, using the old roof as a foundation.

T-CO is a waterproofing cement in colors, especially recommended for use on side walls exposed to heavy driving rains, preventing the water from permeating these walls.

Manufactured by

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Established 1867

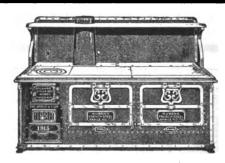
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WHOLESALE

### Hardware, Sporting Goeds

Ammunition
Blacksmiths' Supplies
Pipe
and Fittings

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## Spokane Stove & Furnace Repair Works, Inc.

Manufacturers and Jobbers of Rubens and Empire French Wrought Steel Portable Banges for Hotels and Restaurants

Send us all your orders for Firebacks, Grates, Centers, Covers, Waterfronts, Dampers, Knobs, Stove Putty and Stove Polish.

Complete Line Always in Stock Jobbers and wholesalers of repairs. We make prompt shipments.

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Dupont, Ballistite or Schultse Powders are known EVERYWHERE, they sell at sight. Shooters know Du Pont Powders are right. name Dupont, Ballistite or Schultse

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Du Pont Sporting Powders are widely advertised, sell quickly and always satisfy the most critical customer.

Specify Dupont, Ballistite or Schultze Smokeless, and Du Pont Black Sporting.-the powders which sell at sight.

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Powder Makers Since 1802

W LMINGTON DELAWARE



## "QUICK MEAL"

All Blue Porcelain Enameled and Black Porcelain Enameled Ranges are "Rust Proof," "Sanitary" and Easy to Keep Clean, being Enameled Inside and Outside.

Not affected by the Hottest of Fires.

Write for Catalogue and Agency

Ringen Stove Company Division of American Stove Company

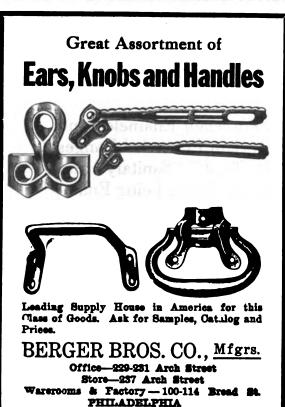
C. H. SCHIECK, Pacific Coast Agent

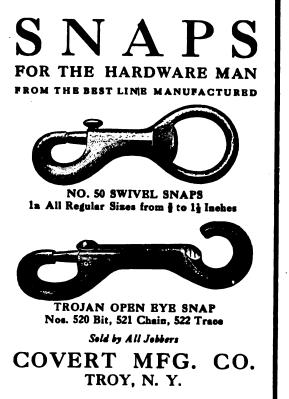
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SAN FRANCISCO, CALIFORNIA











Surface Floor Spring Hinge

Are slow acting with a positive holdback feature when opened to 90°; will INSURE AGAINST ACCIDENTAL

INVISIBLE TOP PIVOT AND release of door. SOCKET (patent applied for). MADE OF WROUGHT METAL. NO MORTISING REQUIRED. TIME AND MONEY—COST NO MORE. Write for catalog and prices.

LAWSON MFG. CO.

Corner Superior and Franklin Streets, Chicago, Illinois



Glide softly, smoothly, silently over any kind of flooring. Save rugs, carpets, floors and furniture. Sizes to fit any kind of furniture.

Sizes for Chairs %" to 1%"



Metallic Bed Slides Bises: %, %, 1, 1 1-16, 1%, 1 in. When ordering measure size of bed post. If round, measacross in-

side If square, measure across inside corners.



PEABODY & CO.

Domes of Silence Division 17 State Street How York

Wood Bed Slide These wood bed slides made to fit %-in. Universal socket / Also specially adapted

for heavy arm chairs, ata.

Fits any wood bed. Pull out the wheel caster; insert this caster; slide.



### "Forstner" Brace and Machine Bits

For Fine Carpenter, Cabinet and Pattern Work



Specially Adapted for Hardwood Working

The Forstner Labor Saving Auger Bit, unlike other bits, is guided by its Circular Rim instead of its center; consequently it will bore any arc of a circle and can be guided in any direction regardless of grain or knots. leaving a true polished surface, the consequently it will be any direction regardless of grain or knots. leaving a true polished surface, scroll-saw, or lathe tool combined, for core-boxes, fine and delicate patterns, veneers, screen work, scalloping, fancy scroll twist columns, newels, ribbon moulding and mortising, etc.

Manufactured by THE PROGRESSIVE MFG. CO., Dept. "A," Torrington, Conn. nquire of your Mardware Dealers o write us direct. Supplied in Sets.



#### PERFECTION DETACHABLE SCREEN DOOR HINGES

These hinges are easily attached and detached with our new patented locking device. The door can be taken down and replaced in less than half a minute.

Eliminates the annual trouble of "hanging the screens." Solid When Locked

For sale by all leading jobbers. Write for prices. Wabash, Ind.

THE HARDWARE SPECIALTIES CO.



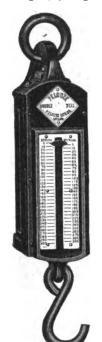
# GNER Trolley O'

FOR GARAGES, SHOPS AND FACTORIES.—A simple, practical, efficient hoisting and sarrying device for handling heavy objects. Will pay for itself many times over in any garage, shop, factory or store where heavy objects must be handled. With this outfit one man can handle and object weighing up to 700 lbs. Two or three men can move a ton. Outfit consists of the Wagner Self-Cleaning Track, roller-bearing tandem carrier and centre pull triple sheave hoist. Write for prices. Also ask for the Wagner 96 page catalog of Barn Door Hangers, Trolley Tracks, Studding Sockets, Hardware Specialties, Sleds and Non-Tipping Coaster Wagons. WAGNER MFG. CO., DEPT. C. CEDAR FALLS, IOWA.





# Pelouze DOUBLE Ice Scales



The new Pelouze "Double Dial" Ice Scales, as the name implies, have double dials which admit of a greater distance between graduations and the dials are therefore more easily read than on any other scales.

They are made of malleable iron throughout. Absolutely unbreakable.

They can be quickly adjusted, if necessary, by removing the steel cap on top and turning the serew slightly—thus insuring a permanent scale.

Made to comply with the re-quirements of the Depart-ments of Weights and Measnres.

Made in five sizes. Write for discounts. Scales of all kinds.

### Polouzo Manufacturing Co. CHICAGO

EWING-LEWIS CO. Representatives Ban Francisco Los Angeles

### ONE WAY TO GET NEW CUSTOMERS

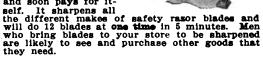
is to make your store a "Sharpening Depot" for safety razor blades and all kinds of household knives and cut-

It might surprise you to know the pro-fits that some Hard-Ιt ware merchants are "cleaning up" with our machines, which are thoroughly modern and practical. The

### HATFIELD

Complete Sharpening Machine

does first-class work and soon pays for it-



In many stores "The Hatfield Plan" has been the means of getting many new customers. Send for details.

HYFIELD MFG. COMPANY

# The Ontario Knife Company, Franklinville, N.Y.

WE SELL EXCLUSIVELY TO THE WHOLESALE TRADE

If you are a wholesale dealer and have not our catalog and prices, you should write for them at once



BUTCHER SKINNING STICKING BONING SHEATH BLICING CORN SHOE

KITCHEN CANNING FISH VEGETABLE PUTTY CT.A M TARLE

HOUSEHOLD KNIVES, HOUSEHOLD CLEAVERS, FLESH FORKS and a large variety of Knives with improved Sanitary Aluminum Handles.



We manufacture the largest variety and the largest quantity of kitchen knives made by any one house in the world.

## YOUR CUSTOMERS WANT THE BOOMER

# DOMER CANNON

Adapted for every use. Is the strongest and most durable Cannon Stove made. Constructed so that a sheet iron drum may be attached, and thus increase the heating capacity.

Made in six sizes,-Diameter of Fire Pots 131/4" 16" 20" Weights, 182 240 800 385 525

OUR LOW PRICES WILL SURPRISE YOU-Write for them.

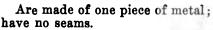
THE HESS-SNYDER CO., Manufacturers Trade mark "Boomer" Registered—No. 58228





# Look for This Name

The Trade-Mark of the Better, Line of Conductor Elbows and Shoes — Only new material used. Made in all angles from 10 to 90 degrees of 29, 28, 26 and 24 Ga. material. Gauge is stamped in each elbow.



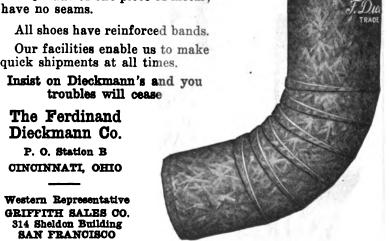
All shoes have reinforced bands. Our facilities enable us to make

Insist on Dieckmann's and you troubles will cease

The Ferdinand Dieckmann Co.

P. O. Station B CINCINNATI, OHIO

Western Representative GRIFFITH SALES CO. 314 Sheldon Building SAN FRANCISCO



MASSILLON, OHIO

# BURNT IVORY BRAND Second Growth Hickory Handels

Special attention given orders for

hand made Axe, Pick, Sledge and Hammer Handles.

IVORY HANDLE COMPANY,





# White Mountain Refrigerators



## "The Chest With the Chill in It"

As the original inventors of the "MAINE DUPLEX ICE GRATE" and hence Pioneers in modern refrigeration, the Maine Manufacturing Company occupies a unique place. It has been in a position to produce and for several decades has produced the best refrigerators and ice chests to be found anywhere at any price.

The "WHITE MOUNTAIN" enables you to offer your customers the result of over forty years of untiring efforts in producing the most sanitary, most economical, most durable and the most artistic refrigerator that combined skill and science can build.

To know the "WHITE MOUNTAIN" you need our 1918 Catalogues and booklets.

Maine Manufacturing Company - Nashua, N. H., U. S. A.



Full Size L-55 1" and 1-16" O. D. Tubing

love the Faultiess Way"

# Faultless

Do you handle casters? No matter how peculiar or difficult your situation, do not jump at the conclusion that the FAULTLESS CASTER is not for you. Ask us.

Frankly, it may take you a little time to become thoroughly acquainted with the virtues of FAULTLESS CASTERS. Its possibilities are so large. Why not start now? We can put a host of interesting facts before you.

Send for Catalog "G"

## FAULTLESS CASTER COMPANY

**EVANSVILLE, INDIANA** 

# FURNISH THE HOUSE WITH FRESH AIR—

Some people want stoves, some want tables, chairs, etc.—but everybody wants fresh air.



# **Sanitary Window Ventilators**

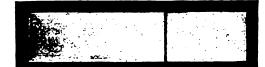
let the fresh, pure air into the house and keep out direct drafts, rain, dust and snow. They are made in different heights and the width is adjustable to fit any ordinary window opening.

Everybody that has a house, office, factory or any kind of building is a prospect.

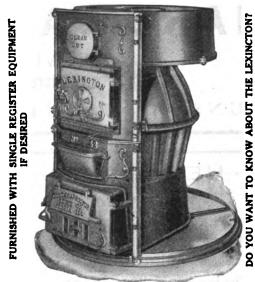
### Retail at from 35c to 65c

Write for our Catalogue of Continental Window Ventilators, Continental Screen Doors and Window Screens.

THE CONTINENTAL CO. DETROIT, MICH.



# Everyone Arr FURNACES Should Know About the Practical and Exclusive Features Embodied in the LEXINGTON ALL-CAST WARM AIR FURNACE



We do not make extravagant claims. As a consequence the Lexington proves a pleasant surprise rather than a disappointment. Lexington dealers are enthusiastic. Lexington users are Boosters.

CULTER & PROCTOR STOVE CO.

Peoria Established 1868 Illinois

# Lalance & Grosjean Mfg. Co.

Manufacturers of the Celebrated Lines of

Agate (Nickel-Steel) Ware El-an-Ge Enameled Ware

Pearl-Agate
Turquoise Enameled Ware

New York

Chicago

Boston

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### JENSEN-KING-BYRD CO.

Spokane, Washington

# HARDWARE JOBBERS

UNIVERSAL RANGES CONGRESS AUTO TIRES

GUNS, AMMUNITION, FISHING TACKLE

# NEW HAVEN

With Radium Dial and Hands

The Popular One-day Intermittent
Alarm Clock

The Radium Dial for night use and the Intermittent Alarm features make a combination of usefulness which will appeal to anyone requiring an alarm clock. The radium material used on the dial and the hands is of the highest quality, and guaranteed to last several years.



The clock is only 2½ inches high and has a 2-inch dial. Alarms intermittently in 20-second intervals for five minutes.

The daintiest and most useful clock on the market. Just right to "slip in the grip."

#### MORGAN & ALLEN CO.

150 Post Street San Francisco, California

# The Schaw-Batcher Co.

SACRAMENTO, CAL.

# WHOLESALE HARDWARE

Pipe and Fittings
Canton Steel
Ammunition
Sporting Goods

Fittings | Sargent & Co.

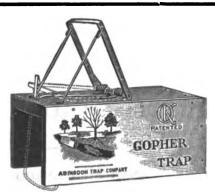
Builders' Hardware

Builders' Hardware

Mill and Mining

Supplies

Blacksmith Supplies



BASY TO GET RID OF THE POCKET GOPHER WITH THE

O. K. GOPHER TRAP

Manufactured by

The Abingdon Trap Co. ABINGDON, ILLINOIS, U. S. A.

FOR SALE BY LEADING JOBBERS
THROUGHOUT THE WEST

THROUGHOUT THE WEST
THE TRAP THAT TAKES THE GO OUT OF GOPHEN



# TOOLS

A few mechanics' tools along with other hardware from a local jobber keeps the INVESTMENT down and SALES possibilities up.



Strevoll - Paterson Hardware Co. SALT LAKE CITY, UTAH

Wholesale Only



# RANGES

Classic and Capital

MADE FROM



Resists Rust



Agents have an ever increasing trade that Quality made.

Join the Ranks— First Step, Send for Catalog 36

Jas. Graham Manufacturing Co.

Largest Stove Makers in the West

San Francisco and Newark, California



H-W-1

### Say **M**r. Dealer

Did you know we manufacture Gas Heaters and Grates?

Why buy in the East, we can give you better service, a better heater and the profit will suit you.

We sure would like to have you ask us about our goods.

Minier Gas Heater Company

1028 Mission St. So. Pasadena, Cal.

# WHY NOT SEEDS

You handle a full line of Garden Tools and accessories.

Why not the "Makins" Garden Seeds?

We furnish them in packets, including a neat display case in which they sell themselves; also in bulk—and don't forget Onion Sets and Grass Seed.

Write us regarding this profitable line, for terms and prices.

Aggeler & Musser Seed Company LOS ANGELES, CALIFORNIA



### GENUINE **HUNTER'S SIFTER**

The Standard for a Quarter-Century

Order from your jobber.

Combines strength, beauty, usefulness and durability. Cleanliness always possible. Made in one piece of extra heavy tin plate, nickel trimmings. Handle swedged to body. No soldered joints to come loose. Easy to remove all parts for cleans-

THE FRED J. MEYERS MFG. 00.

Mamilton, Ohio Bender Street

### THE PACKHAM

**Stove Pipe Crimper and Beader** 

MADE BY

THE PACKHAM CRIMPER CO. MECHANICSBURG, ONIO

If Your Jobber Does Not Carry It, Write Us

K Hand-Power

**Dumbwaiters** and Elevators

Manufactured by Specialists and Guaranteed
Send for Catalog and Discounts

SEDGWICK MACHINE WORKS

136 LIBERTY STREET

**NEW YORK** 

# Household Goods and Kitchen Utensils

# New Complete Stock

Glacier Refrigerators
One Piece, Porcelain Lined
Furniture City
Refrigerators. White
Energel Lined

White Mountain

Ice Cream Freezers

Gas Hot Plates and Shelves

Bath Room Fittings Paint and Varnish

**Brushes** 

Household Brushes

Viko Aluminum Ware Wagner Cast Iron Ware

Tin Ware

Japanned Ware

Hamlin and Russell Wire Goods

Universal Electric Percolators, Flat Irons and Cooking Utensils

American Clothes Wringers

Washing Machines

Hand Power

Vacuum Cleaners

Royal Steel

**Enamel Ware** 

Wooden Ware, Chair

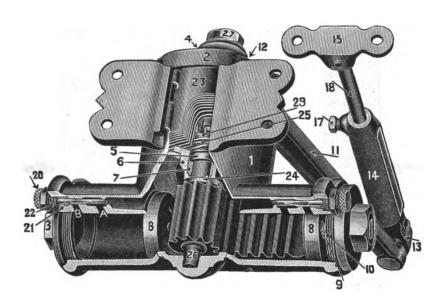
Seats. One of Our Specials

The Princess Electric

Iron. Full nickel finish. Guaranteed for 5 years. The price is low

Write for Descriptive Matter on Anything in the House Furnishing Line. Our Prices Will Interest You.

BAKER & HAMILTON SAN FRANCISCO CALIFORNIA



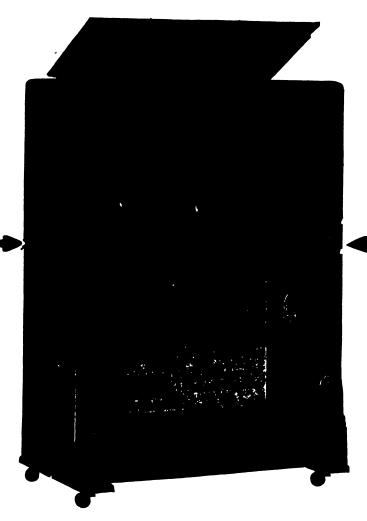
Here are a few of the claims made by the Norton Door Check manufacturers:—

- "We claim only one-third the strain comes on doors and hinges as compared with other Checks.
- "We claim the action of our Check prevents a door from getting under headway, so in opening or closing will never slam or do damage.
- "We claim the greatest checking power of any make of door check.
- "We claim a reservoir for extra liquid in case of evaporation.
- "We claim a Holder Arm to hold a door open at any point (automatic), just a push or pull to operate it. A key type regulating screw may be used when so ordered."

### The Tritch Hardware Co.

Distributors for Rocky Mountain States

Denver



# THE MONARCH

(Trade Mark Beg. U. S. Pat. Office)

# REFRIGERATORS

Made in Zinc, White Enamel Porcelain and Seamless Porcelain Lined. Handsome Strongly-made, Up-to-date Refrigerators at prices which net you a good profit.

Ash and Oak Cases. Strong, removable Air Flues. Removable Waste Pipe and Trap. Retinned Wire Shelves, bright as silver. Strong Hardware in Roman gold and nickel plate. Good Casters.

An old established line—on the market 25 years. Has always been a good seller in large and small stores, because it looks right and is reliable—there are no come-backs.

"It's the Frigid 'Frigerator''—the 'Box that's on the Boom."

Large Stock Carried in Los Angeles

# UNION HARDWARE & METAL CO.

Distributors for California, Arizona and Nevada. LOS ANGELES, CALIFORNIA

# Whiton Hardware Co.

# Jobbers Peerless Fence



# This is a Real Fence of Quality

Prices Quoted Upon Application.

No. 03726, 26-inch; stays 6 inches apart No. 3726, 26-inch; stays 12 inches apart No. 03832, 32-inch; stays 6 inches apart No. 3832, 32-inch; stays 12 inches apart No. 03939, 39-inch; stays 6 inches apart No. 3939, 39-inch; stays 12 inches apart No. 01047-13, 47-in.; stays 6 inches apart No. 1047-13, 47-in.; stays 12 inches apart No. 1047-13, 47-in.; stays 12 inches apart

### PEERLESS POULTRY FENCE

No. 1425	14-Bar, 25-inch; stays 8 inches apart
No. 1536	15-Bar, 36-inch; stays 8 inches apart
No. 1848	20-Bar, 48-inch; stays 8 inches apart
No. 2060	20-Bar, 60-inch; stays 8 inches apart

BUY A FENCE WHICH HAS

# QUALITY and Gives Service SEATTLE

# HOLIDAY GOODS

HAVE YOU A COMPLETE STOCK OF THE FOLLOWING ITEMS

Tool Cabinets Bath Srpays
Shaving Mirrors Vibrators
Christmas Tree Lighting Outfits
Casseroles Percolators
Electrically Heated Cooking Utensils

POCKET KNIVES



RAZORS & WATCHES

Foot Balls Base Balls Tennis Goods
Toy Automobiles and Wagons
Bicycles Skates Air Rifles

And Numerous Other Popular CHRISTMAS ITEMS as Listed in Our Xmas Booklet of which You Will Receive a Copy

# ORDER NOW

FROM

PACIFIC HARDWARE & STEEL CO.

San Francisco, California

# Inole nstron

For Every Room

# Easily Sold at a Sure Profit

in the House

Profit or loss in any business in the last analysis is a matter of careful buying and aggressive selling. Selling broken lines or stale goods at cost or less is not good business. Hardware merchants handle hundreds of items. It requires eternal vigilance to keep all of these moving profitably. More and more, the successful hardware dealer is learning to cull out the time-wasters and money-losers, and to concentrate on the really assured-profit lines, such as

# Armstrong's (A) Linoleum

Armstrong's Linoleum is clean, sound merchandise which returns a legitimate profit on every sale. Once linoleum is sold, it stays put. There are no parts to break, no costly repair trips. Every piece of linoleum, even to the last remnant, is clean, bright and merchantable. It is as staple as shelf hardware.

Armstrong's Linoleum is easily sold at a profit because it is the natural running mate of the kitchen, bathroom, and other household necessities the housewife buys in hardware stores.

> The Armstrong selling helps, supplied free to any hardware dealer on request, include sales-stimulating window and inside displays, show cards, hangers, pennants, street car cards, etc. Ask about these effective selling aids.

Mail the Coupon.

# Armstrong Cork Company Linoleum Dept. Lancaster. Pa.

George B. Swayne Selling Agent

212 Fifth Avenue New York

Heyworth Building Chicago

Armstrong Cork Company, Linoleum Dept., No. 225, Lancaster, Pa.

Please send prices and samples of Armstrong's Linoleum; also complete information about the free window displays, lantern slides, newspaper cuts, etc.

City..... State.....





MADE IN OHIO, U.S.A.

# ALUMINUM "Real Solid"

# **ANNOUNCEMENT**

The "RHAL SOLID" LINE has been for 20 years, the Strong, well known, dependable Aluminum line of Kitchen Utensils.

Our Policy is and has been to give the dealer goods of such quality that assures him not only his PROFIT, but the housewife's continued patronage. We have now added

### A New Line of

# "REAL SOLID WARE"

This is a Heavy Drawn line STAMPED from heavy tempered Sheets, which is far superior, in many ways, especially in Rigidness and Durability.

We have eliminated unnecessary expense of CAST ALUM-INUM HANDLES, etc., and are putting MORE METAL into the BODY of our UTENSILS.

TRIMMINGS — Tinned Iron, using Double Coated Tinned Iron—The best on the market.

PROTECTED HANDLES—All Coffee and Tea Pots with handles, both curved and straigth— bottom of handle is protected with Metal Trimmings, so that it will be impossible for flames to creep up over bottom and burn off handle.

OUTSIDE FINISH—The Same HIGH CLASS polish as heretofore.

INSIDE FINISH—Scratch Finish Superior because it does not show finger prints from handling or dirt, which may accumulate while on dealers' Shelves.

We have added 25 New Items, all practical. This makes the "REAL SOLID" Line the most complete on the market.

Write Today and get our New 1915 Catalog just eff the Press.

The Buckeye Aluminum Company WOOSTER, OHIO

# / A R I E T Y

is our strongest advertising point, because variety is the Jobbers' big talking feature, and the immense line of "UNIVERSAL" casters, are the most varied and compre-



hensive on the market. There is a "UNIVERSAL" caster to meet every dealer's demand, and several of our most popular styles are illustrated here. The "UNIVERSAL" Ball Bearing Metal Bed caster, made in 12 distinct sizes, and with wheels ranging from 1 1-16" to 2" in diameter, should be carried in stock by progressive jobbers. Can also be furnished in the "UNI-VERSAL" Plain Horn and

Non Ball Bearing patterns.

PATRITED MARCH 13, 1900

The "UNIVERSAL" Ball Bearing Oblong Plate caster, has for years been the Hard-ware Jobbers' leader in his caster sales. Constructed through-out of high grade steel, with strong steel axles, and equipped with large size ball bearings, en-abling the caster to revolve smoothly and easily. Made in six



distinct sizes, whoels ranging from 1 1-16" to 1 7-8" in diameter, and packed in neat, durable boxes, properly labeled, containing six sets each.



"A product without a peer!" The "UNIVER-SAL" Ball Bearing Grip Neck caster for the past twenty years has been recognized the standard grip neck caster on the market. Constant improvement in its construction, has without a doubt made this the most complete and highmost complete and night perfected ball bearing grip neck caster. Also made in the "UNI-VERSAL" Non Ball Bearing and "UNIVERSAL" Plain Horn patterns in various fin-SAL'' Plain Horn pat-terns, in various fin-ishes, with 22 different kinds of wheels, and can be furnished in 7 distinct sizes. Samples

and prices H. W., upon application.

### UNIVERSAL CASTER & FOUNDRY CO. GENERAL OFFICES AND FACTORIES 574-600 Forry Stroot, Nowark, N. J., U. S. A.

Pacific Coast Representative MR. EUGENE C. SAUL Monadnock Bldg., San Francisco, Cal.

# "BABY" Hammerless Revolver



Fully Guaranteed.

Write for Full Information

These are the days to sell the

### "BABY" Hammerless Revolver

Designed for vest pocket and handbag where a larger revolver is not practical.

Every family needs one or more.

Four inches long. Weight six ounces.

Shoots 22 caliber short, rim fire cartridges. Six shot. Positive fire.

Equipped with folding trigger, interchangeable parts and one-piece main and trigger spring.

R. F. SEDGLEY, 2311-13 N. 16th Street, Philadelphia, Pa. MANUFACTURER

# ORONA and O. M. C. ALUMISHINE





OBONA for removing all discolorations and O. M. C. ALUMISHINE for polishing burnished surfaces.

One large manufacturer of aluminum states that neither ORONA nor ALUMISHINE need be purchased expressly for cleaning and polishing aluminum. They are excellent for all other metals, also enameled ware, tiling, furniture, porcelain, glass, etc.

"Truly they are marvelous compounds for all cleaning purposes."



For enameled, china and porcelain bath fixtures, they are recommended by United States Sanitary Mfg. Co. and other manufacturers of high grade ware. Also by the Davis Milk Machinery Co. of North Chicago, Ill.

Orona Manufacturing Company, 224-226 Milk St., Boston, Mass.

AH UNEQUALED ASSORTMENT FOR HARDWARE STOCK







and a "BANNER"

AND WITH THESE LINES ON HAND YOU CAN LAND EVERY PROSPECT TAPES, BOXWOOD and SPRING JOINT RULES

Stand on Records of ERFORMANCE as well as THE LUFKIN RULE CO. a GUARANTEE Stocked by Your Jobber

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# Glacier Refrigerators

### One Piece—Porcelain Lined

Are growing in popularity rapidly as shown by our constantly increasing sales.

They have rounded corners—even the **front** inside corners are rounded—a feature women are insisting on.

They are made in standard sizes. No slow sellers among them.

This insures the dealer a sure, quick turnover.

It pays to sell the best and concentrate effort.

We also make a standardized line of White Enamel and Galvanized Lined Refrigerators.

You ought to have our 1918 catalog.

Gladly sent on application.

BAKER & HAMILTON, San Francisco, Cal. WHOLESALE DISTRIBUTORS

Permanent Exhibit, Keeler Building, Grand Rapids

# Northern Refrigerator Company

Grand Rapids, Michigan



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Volume XII DECEMBER :: 1917 Number 12

THE WORLD IS THE OFFICIAL ORGAN OF THE WESTERN ASSOCIATIONS

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101

Advertising that costs nothing is worth it.

New family in town—What are you going to do.

Where there's a will there's a way to break it.

Lots of folks forget to take out a manifest for their destiny.

A tax on talk would put most of our national burdens on Congress.

Both prophets and profits are without honor in every country just now.

#### SAME OLD POLITICAL TRICK

Whenever a politician wants to curry favor, or to magnify his own apparent achievements in the eyes of voters, he generally chooses to make some statement about the "corporations" and "big interests," and finds Wall Street a fertile field in which to conjure. The bad part of it is that nine people out of ten accept his statements as more than half truth, without any attempt being made to verify them.

The great mass of the American people are not a thinking people. One would think Missouri had more than her share of such politicians, for her two United States Senators have given her an unenviable position, and one that her reputable citizens very much deplore.

It has remained for another one of her statesmen to apparently resort to this sort of a game. Just before the closing of the last Liberty Loan, Champ Clark, we are sorry to say, made a statement that "Wall Street" was responsible for the apparent failure of the Liberty Loan, that "Wall Street" and the "big banking interests and corporations" were trying to force the government to pay a higher rate of interest on bonds.

"Wall Street," however, has earnest and patriotic business men, whose love for their country is every bit as great as those of any politicians, and they immediately called the bluff and asked Champ Clark to "produce the goods." Naturally he backed down and retracted, for New York not only subscribed for more than one-third of the Liberty Loan of the country, over a billion and a half dollars, but her per cent of over subscription was larger than any other district. It is such political talk as the average politician resorts to that far too many of our people accept without any investigation whatever.

#### GET THE "GOOD MORNING" HABIT

Let every man or woman behind the counter get the "good morning" habit. Makes no difference who the customer is. All the better if it's a boy or a girl you greet. All the better, too, if you say it, even if you're not waiting on the customer thus greeted. People like to be noticed; there's no getting away from it. When you go into a store to buy a necktie and two or three of the fellows sing out "Good morning," or "Good afternoon," you feel just a little more comfortable—just a little more at ease on account of this simple salutation. Yes, and the probability is that you'd swing in there again when you want soemthing else. Now, "figure" your customers, Mr. Boss, Mr. Salesman—just the same way!

#### SOUL TO THE DEVIL

Mr. Otto H. Kahn, a German born American and well-known New York banker and philanthropist, has become a leader in the nation-wide movement of loyal citizens of German birth and ancestry to teach all persons of similar blood ties, that the Germany of today is not the Germany the refugees of eighty years ago, loved but fled from with regret. Mr. Kahn describes the change thus:

"From each of my visits to Germany for twenty-five years I came away more appalled by the sinister transmutation Prussianism had wrought amongst the people and by the portentous menace I recognized in it for the entire world.

"It had given to Germany unparalleled prosperity, beneficent and advanced social legislation and not a few other things of value, but it had taken in payment the soul of the race. It had made a 'devil's bargain.'"

#### HARD PLOWING

"It's hard to plow up ignorance and superstition."

So runs a bit of sound philosophy expressed in simple English. Ignorance and superstition grow in stony soil, and the plow has hard work in rooting them up. And more—it is hard to induce proper crops to grow after they are removed.

Often the uprooting of rocks leaves behind sterile soil. Something may be done with it if the right sort of fertilizer be applied in proper quantities, but it is never so good as the mental seed-bed in which the rocks of wrong thinking never had places.

thinking never had places.

Does it not seem sometimes as if the obstructions in the way of the plow would never be removed?

When we read of the brutality of modern warfare, when we hear of men deliberately and for gain over-working children, truly the heart of man seems equally hard and rocky.

The plow moves, but it moves so slowly.

The rocks dull the edge of the plowshare of progress.

Blessed are the pacifists: for they shall be turned over to the police, and a cell shall be provided for them.



# A Christmas Talk to Business Men

(By J. R. McCleskey.)

S the Christmas season hovers over a wartorn world would it be amiss for you and I to contemplate with more than usual seriousness what Christmas means. Is not the true Christmas spirit, after all, the spirit of unselfed service to mankind, even the spirit of Him who said that He came not to be ministered unto but to minister.

While the world is being rocked to and fro between the conflicting forces of good and evil, and is being shaken to its very depths by the mighty struggle for the supremacy of Principle, even in the midst of seeming destruction, devastation and death, a new world is in the making, and it is being raised up on that sure foundation of true service which forgets self in order to bless mankind.

#### Readjustment of Values in Human Affairs.

Out of the great battle of Armagedon that is being waged men and nations are learning lessons of selflessness, sacrifice and service which in centuries past have been classed as idealisms only, and this awakened sense of serving rather than being served, of giving rather than getting, of ministering rather than being ministered to, is truly bringing about a complete readjustment of values in human affairs—in business, in religion, in politics, in every walk of life, among men, and among nations.

What is it that moves a great nation to forget material luxury, prosperity and ease, and lay its all at the feet of justice and humanity that the world may be made safe for democ-What is it that prompts the individual man to give up home and family and business and all, and go forward to take his place in the front rank of the battle line, ready to lay down, if need be, his human sense of life for the sake of right? What is it that stirs business men to sacrifice salary, commercial success, places of power and personal advantage in the business world in order to give their unstinted services to our government without thought of remuneration, what unseen force is it that enables the women of France-more than five hundred thousand of them-to step into the great munition factories and turn out four times the maximum production of men working for more wages?

#### Rousing Spirit of Service.

It is the awakening in human consciousness of that spirit of service that is willing to forget self to bless others—that spirit of selfishness that will ultimately establish the brotherhood of man on earth and overcome greed, avarice, deceit, tyranny, and all forms of commercial, ecclesiastical and political autocracy.

And it is indeed fitting at this particular time for us to realize that the inspired Christmas spirit of giving, of ministering, of serving, is today finding its highest expression that the world has ever known, through men, women and children from the mightiest to the humblest stations in life.

The spirit of true service cannot be monopolized, it belongs neither to classes nor masses, it is not a matter of material possession nor of intellectual attainment, but it is the heritage of every one who is willing to put self out of the way and say "humanity first."

During these momentous times, when the world is literally remaking itself, when the forces of Principle are powerfully working to the end that the seeming forces of evil may be destroyed off the face of the earth, and as we approach the birthday of Him whose life was a perfect exemplification of service, can you and I do less than measure up to the highest standard of true service to our brother man, to our country, to our world, and to our God?

#### DO IT NOW

If with pleasure you are viewing any work a man is doing,

If you like him or you love him tell him now; Don't withhold your approbation till the parson makes oration

As he lies with snowy lilies o'er his brow; For no matter how you shout it, he won't really care about it;

He won't know how many teardrops you have shed;

If you think some praise is due him, now's the time to slip it to him,

For he cannot read his tombstone when he's dead!

More than fame and more than money is the comment kind and sunny,

And the hearty, warm approval of a friend, For it gives to life a savor, and it makes you stronger, braver,

And it gives you heart and spirit to the end.

If he earns your praise—bestow it; if you like him let him know it;

Let the words of true encouragement be said:

Do not wait till life is over and he's underneath the clover.

For he cannot read his tombstone when he's dead!

When a customer has even a small grievance, treat that grievance as if it were as serious a thing to you as to him.

# Cashing In On the Christmas Turkey

Suggestions Every Merchant Can Adopt

UKKEY-TIMF

is an asset for every

Merchant.

Suggestions as to how you can

"Cash In"

on them.

N up-to-date firm of hardware men in one of the thriving cities of the Northwest recently purchased a large number of cardboard turkeys, and had printed on the reverse side:

#### Your Christmas Turkey.

Have you ever considered the number of things necessary to make the Christmas turkey a success. In the beginning, according to the old recipe about catching a hare, you must first catch your turkey. If you live in a game country you do this by shooting. If so you need a gun. If you have the bird on hand you will lead him to the slaughter block, then you need an axe or a hatchet. When the housewife comes to preparing the bird for the table she needs a roasting pan, a basting spoon, sharp knives, and lots of baking And then when the royal bird is dishes. placed on the table you need a stout carving knife and fork, while your guests need cutlery of all kinds to enjoy the feast.

We have all of these at our store. Be prepared beforehand. Stock up on all the articles necessary to a full enjoyment of

#### Your Christmas Turkey.

Stout loops of twine were run through the card and boys were sent around to fasten one of these tur-

keys on every door knob in town. They proved most effective advertising for several reasons. In the first place, they were attractive and were kept in view by the children of the house for a week or more; and in the second, they were practical, and brought to the attention of the housewife the fact that she needed one or more of the articles mentioned in order to prepare the holiday dinner. It was a good idea, too, having them fastened to the knob, for they were not made the sport of the winds, as in the case of the ordinary circular, but must needs be untied by the householder, and in this way brought to his attention. If the cardboard turkey were deemed too elaborate a similar result could be gained by having printed an ordinary card, on which was a cut of a turkey.

#### Couple Your Advertising Up With Window Display.

Any hardware dealer who adopted such a method of publicity would of course want to supplement it with a catchy window display embodying the essence of the printed card. In order to do this most effectively, it would be well to have printed on a large card in the win-

dow the same wording as on the circular, thus recalling it to the mind of those who had seen the first advertisement, for as the little verse tells us: "The constant cooing lover carries off the blushing maid, and the constant advertiser is the one who gets the trade." This card should be displayed for at least a month before Christmas, and the window display changed each week.

#### A Good Texas Display.

No better exhibition of the first phase—shooting the turkey—could be imagined than

that of the Topperwein Co., San Antonio, Texas. Big branches formed a canopy overhead, while the floor was covered with straw and dead leaves. Fastened to the rear wall, head down and wings extended, was a wild turkey, to which was tacked a card: "Turkey Season Opens December 1." By it stood

a woman in hunting suit of khaki and cap, with brace of turkeys over her arm, and gun in hand. To the bottom of the skirt was attached a little card: "Ladies hunting suit complete, \$9.00." On a bale of straw sat a young fellow in flannel shirt and khaki suit, holding in one hand a turkey and in the other a rifle. Tags attached to his suit advised "Man's water-proof hunt-

ing suit, \$7.00; elkskin sneakers, \$6.00."

Near him was a barrel against which leaned a Smith single trigger "Price, \$45.00."

#### A Pennsylvania Idea.

For the second phase—cooking the turkey-the dealer could not do better than emulate the example of the Kaufman & Baer Company, Pittsburgh, Pennsylvania, whose window showed a modern kitchen. coveredwith blue floor was white linoleum and the walls backed with sanitas cloth, while the furniture was all of white enamel. In the center was a table with white enamel top, and at this stood a young woman in morning dress of blue with elbow sleeves, and white apron and cap, preparing for the oven a large papier mache turkey, and using for this purpose a large aluminum baking dish. On the table was a mixing bowl of stuffing, chopper, several long handled spoons, and an array of kitchen knives—each article having a little tag with the price attached. Back of her.



towards the left, was a gas range, with aluminum baking dishes, stew pans and kettles; while on the wall were hung cutlery, serving trays, and cooking utensils of various sorts. A large card announced:

#### Government Urges Conservation of Fuel.

Use gas; burning raw coal is a waste, because valuable products are lost. Help your country at this time by using gas instead of coal.

Another display that would be sure to arouse interest among the housewives is that featuring glass baking dishes. Such a window was shown at Bambergers, Newark, N. J. It had a mirror background and was draped in shell pink chiffon. Pedestals of brass, with glass tops, held all sizes and shapes of glass baking dishes, from individual patties to big cooking dishes. At the top was a tall cut glass vase filled with pink chrysanthemums. Among the glass dishes was one holding a cabbage and beet salad, and card advised: "Prepared by our cooking expert during Monday's lecture." To interest the ladies in the new ware, cooking demonstrations were given every afternoon for a week, and it was shown how superior were the glass dishes to other kinds of ware, since nothing stuck to the sides, and they were so easily cleaned.

For the third and final phase—the carving of the royal bird—a decidedly catchy trim was recently set forth by E. G. Koenig's Sons, Newark, N. J. In the background was a large black and white crayon drawing of a negro running, with a turkey over his shoulder. This panel was framed in folded yellow cheesecloth, with rosettes of red and white paper napkins at the corners, while along the sides were table knives and forks. A table down front covered with a white cloth, held a dish of shelled nuts, several nut crackers, and a handsome nut bowl and cracker combined. On a low stand in front of the table were several sets of carving knife, fork and rest, in satin lined boxes, and suspended by white ribbons from the ceiling were nut crackers, knives, forks and spoons. Around the window pane was a border of partially folded white crepe napkins, to each being fastened a knife, fork and spoon.

#### WHAT SHERMAN DID SAY

General Sherman's often quoted and at the present time most significant statement regarding war, is not known by many in its entirety. Here is what the famous general really did say, and it is a classic:

"I confess without shame that I am tired and sick of war. Its glory is all moonshine. Even success, the most brilliant, is over dead and mangled bodies, the anguish and lamentation of distant families appealing to me for missing sons, husbands and fathers. It is only those who have not heard a shot nor heard the shrieks and groans of the wounded and lacer-

ated, that cry aloud for more blood, more vengeance, more desolation. War is hell!"

#### THE REAL EMPLOYER

A department store in New York says to its clerks:

"You are here on approval, just as the furnishings and hats are sold on approval, whether paid for or not. So you can stay with us as long as you please our customers who are your real employers. That is your first duty.

"Selling merchandise is secondary. Remember, too, that pleasing a customer does not mean pleasing him only while he is in the store. He must never cease to be glad he came in. So tell him the truth always. Every man who comes into our store is a customer, whether he buys or not. So be as particular, as cheerful, in showing goods as in selling them."

#### SELLS TO CASH CUSTOMERS CHEAPER THAN THOSE WHO RUN BILLS

A western retailer some time ago decided to sell his cash customers cheaper than his credit customers by a system of special cash discounts.

Here is his announcement:

By the old way the one who paid the most for his goods was the cash customer and the one who paid the least for his goods (outside of the one who never paid) was the longest credit customer.

#### Reverse Things

By this new method things are just reversed (outside of the one who never pays)—the cash customer pays the least and the slowest paying credit customer pays the most.

For now, if you pay cash when goods are bought, a discount of 3 per cent will be allowed.

lowed.

If accounts are paid any time during the same month in which they are purchased, a discount of 2 per cent will be allowed.

If accounts are paid during the first 15 days of the month following purchase, a discount of 1 per cent will be allowed.

#### Sliding Scale of Discounts.

If accounts are paid during the last half of the month following purchase, no discount will be allowed and no interest charged.

If accounts are not paid by the end of the first month following purchase, then 7 per cent interest will be charged from the beginning of the month following purchase.

If accounts are not paid by the end of the third month following purchase, the customer is entitled to no further credit until bill is paid.

Bankable notes will be taken in payment of accounts.

By this method the sooner the customer pays for his goods the less the goods cost him; the longer the account runs the more it takes to pay it.

# Your Best Business Partner For 1918

EHIND every great man there is some good woman" is a well known saying, and it is just as true today, or even more so, as it was when it was uttered. It might well be changed to read "Behind every successful man is some good woman," who, to a very great extent, is responsible for his success.

It requires just such a man as John H. Patterson, president of the National Cash Register Co., Dayton, Ohio, to give proper emphasis to the fact at this time.

This idea was wonderfully crystallized and expressed in a meeting of the wives of the salesmen of this institution from every state in the Union, held recently at Dayton, Ohio, to which reference is made in another column. No more opportune time could have been chosen, in no more splendid way could it have been emphasized, and Mr. Patterson has added to the obligations which the business world owes him.

The "HARDWARE WORLD" rejoices at this splendid addition to the ranks of those who advocate that business men should make confi-

dants of their wives, for it is in keeping with a policy it has always advocated.

Business men who are laying their plans for 1918 should place this at the top of their resolutions. Perhaps more than any other business publication has the "HARDWARE WORLD" realized the wonderful assistance that is being rendered to business men generally, for scarcely a day goes by but what we do not hear from some wife, daughter or employee, who tell us of the enjoyment she gets from a perusal of its pages, and of the suggestions she puts into effect.

We commend to our readers, both men and women, a reference to the item about this wonderful convention, wonderful in its conception, in its enthusiasm and ideas, and which will prove even more wonderful in its results during the year upon which we are just entering.

Efficiency of women in commercial lines is being proven every day. The war has given a new impetus to the movement, and the recognition that is due women's business ability will daily be made manifest.

# TODAY AND TOMORROW IN VALUE (By Louis A. Hebert)

The only difference is not the price. There is a reason for higher prices besides covetousness. The man who says the denizens of the slums are as good as the residents of the better quarters sees only the resemblance in form.

The artist who cannot sell his drawings says that the work of successful artists is tawdry. He will do his work for a tenth of the price. The ranting politician says he would be glad to accept the statesman's job at a fifth of the income. But could he deliver the same safe, sane service?

Today the chief object of a purchase is blinded by the dollars at hand. The reason is screened behind the figures of the cost.

But, tomorrow, when other dollars have come to take the places of those that were spent, the cost is no longer the topic.

The big thing always is prolonged service. A capable, trained servant may look less likely than an unscrupulous servant, whose sole object is to become familiar with the premises, and rob them.

An excursion train, made up of old, dangerous cars, may carry passengers for a fraction of the regular fare. A fire trap of a building will rent for a song. But will either of these bargains bring what is wanted?

Think of tomorrow, and regard today as the front door of the ways to come; and look upon today's actions as the foundation stones of tomorrow's buildings. Think not of the comparison of today's purchase with today's dollars, but of the merit of that purchase with tomorrow's needs.

Merit always asks the higher price, not to be contrary, but because it is worth that price. And the truth of this statement will come in prolonged use of the thing bought.

A basswood and an oak are both trees, but the one will give us wood that will last only part of the time of the other. Today paints a halo around the basswood, but tomorrow pays tribute to the oak.

# A MAN WHO WIPES OUT BOUNDARY LINES.

The editor was sorry he was not in when our splendid friend, Thomas N. Witten, of Trenton, Missouri, called at our office recently.

As many of our readers know, Mr. Witten is the man who has done more than any other one man or agency to eradicate the boundary line between town and city, and his community work and development has served as an incentive and an inspiration for other communities.

Another good thing about Mr. Witten is that he is always willing to do his part in showing other communities just what can be accomplished and the great benefits to be derived from it.

Come again, Mr. Witten, and we hope to be more fortunate.

# Loyalty In Business

By J. R. McCleskey.

OYALTY—a large word of large meaning.
Neither you nor I can begin to comprehend it in its entirety. Loyalty to right principle, loyalty to "self," loyalty to your work, loyalty to your country, loyalty to your friends and loyalty to your ideals—there are many demands of loyalty, and therefore, it is highly important that we have a right understanding of these demands and how to meet them.

Shakespeare said,-

"To thine own self be true, and it must follow, as the day the night, thou canst not then be false to any man."

To accept these words literally might lead one over a rather rough road of experience, which sooner or later would have to be retraced in order to get back on the right track, but by looking beneath the surface, it is very evident that Shakespeare meant to convey a much deeper meaning than is at first apparent.

In speaking of being true to "Thine own self" Shakespeare, of course, had in mind the perfect standard of the true "self," and not the selfish, grasping, false "self." If loyalty demanded that we be true to our false "self," then loyalty would be one of the basest instead of one of the highest qualities of character.

By being loyal to the perfect standard of our true "self" and continually striving to reach that standard in our daily work, we cultivate true loyalty that makes it impossible for us to be "false to any man."

Loyalty, like honesty, must be based on right principle, and not practiced merely because it is the best policy.

The first demand of loyalty is that we be true to the right, and if we are genuinely loyal to that which is right according to our highest understanding, we will have little trouble in meeting all the other demands, such as loyalty to "self," loyalty to country, loyalty to our fellow man, etc.

When we understand something of the true meaning of loyalty, we naturally turn to find the practical application of what we have learned, and in so doing, we at once realize that there is no department of life where genuine loyalty is more needed than in the every day business life. Loyalty is literally the very backbone of all business organization. The employer is absolutely dependent upon the loyalty of his employees in order to succeed in his business, and likewise, employees must have the loyalty of their employers, if they would attain any degree of success in their work. A business firm. in order to grow and prosper, must give loyal service to its customers, such service as will in turn win the loyalty of the customers to the firm.

There are a great many staple articles of more or less uniform quality and price, sold by many different firms in the same line of business, and yet some firms build up a large and profitable business, while other firms selling the same goods to the same class of trade meet with failure. The firm that succeeds does not succeed because they sell the goods at a cheaper price, nor is it necessarily that they sell a better quality of goods, but it is because they have developed a spirit of genuine loyalty throughout their own organization, which has naturally spread from the firm, through its salesmen, among the customers. In the first place, the firm is loyal to its salesmen, the salesmen are loyal to their customers, and in turn the customers feel a sense of loyalty toward the salesmen and toward the firm, thus forming a complete circuit through which the current of loyalty operates unbroken.

The standard of success of any business firm is determined largely by the standard of loyalty that is maintained in the organization, and between the firm and its customers.

It is highly essential that a general prevailing spirit of loyalty be maintained in every business organization, and this, like any other general result, can only be acquired by developing the desired quality in the individual units that make up the organization. Loyalty cannot be installed in an organization like you would install an electric light system in a building; it is a quality of individual character that must be developed in the individual—you and I and as each individual in a business organization learns what loyalty means, and learns to be loyal to his highest understanding of right principle, loyal to "self," loyal to his organization, and loyal to his customers, in the same proportion will this general spirit of loyalty pervade the organization as a whole.

The strength of a chain is dependent upon the strength of each individual link, and so a business organization is dependent upon the strength of character—the loyalty—of each individual in the organization.

I once heard a man say that he considered it impossible for a salesman to always be strictly loyal to both his firm and to his customers at the same time. This is absolutely a false view point. Loyalty that will not work both ways is not true loyalty, and is not worth two cents to either an individual or to a business firm. If a salesman has a point of difference to arise between his firm and one of his customers, he must realize that his first demand of loyalty is that he be true to his highest sense of right, and in following this course, he cannot be disloyal to either his firm or his customer.

First of all, be true to the principle of right, and the other demands of loyalty will take care of themselves.

# How the Small Merchant Can Adjust His Business to the War

(By E. L. Howe.)

THERE is no more willing team worker than the so-called "small" retail merchant when it comes to responding to the call of his country. He is always glad to do his part in public service, provided that part is clearly pointed out.

War has brought very definite duties to all retail merchants, large and small, in the shopping districts of big cities, or back in the villages and towns. Upon good team work with the Government depends not only our success in winning the war, but the efficiency and prosperity of the merchant's own business. For war times are not peace times, and the mercantile methods of normal years require adjustment to the new conditions of a war emergency.

The first great demand upon the merchant was for conservation of labor. He had to adjust his business to the new conditions when employees, or perhaps his sons were called into the fighting forces. It is now pretty well understood that no merchant, large or small, can employ unnecessary labor in his business. This was not recognized until it came as a war measure, but now that the adjustment is being made business men see that it was also a peace measure—that the new arrangement will probably not only continue after the war is ended, but that it might have been made in part, at least, before war was declared.

Some retailers will be inclined to protest that they did not employ unnecessary labor. But there are few who, after a careful analysis of their business organization today and a comparison with the same organization a year ago, will not find that too many people were employed for the work to be done, or that unnecessary work was being performed, adding to the expense of the business and the cost of merchandise to the public. Careful rearrangement of work to eliminate unnecessary service, releasing workers who are needed elsewhere, either on the fighting line or in the making of war material, is a definite public service, and should not be regarded as a hardship.

A merchant must work with his fellow merchants, and with the manufacturer, the banker, the farmer, the professional man and the housewife, to bring about a new utilization of our human resources, and in adjusting his business to this new need he will find that he is not only helping the country, but putting his business on the best possible basis for meeting the situation that will undoubtedly have to be faced with the coming of peace—a situation that will call for

lower operating cost, larger turn-over on more moderate margins of profit, more energetic dealing with competition as a result of changed conditions in Europe, and greater efficiency in every way.

In connection with the conservation of food the small retail merchant is in a peculiarly good position to place the message of the Food Administration squarely and convincingly before his community. In the first place he is well known, has the respect of his clientele, has a reputation of meaning what he says, and can, if he will, influence the thought of the public in his immediate territory. If, therefore, he gets the need for food conservation thoroughly impressed upon his own consciousness, if he appreciates what must be done and why it must be done,—in other words, if he becomes thoroughly imbued with the imperative necessity for the conservation of our food supplies, he will both consciously and unconsciously pass this message along to his clientele with all the earnestness and conviction that he possesses.

He may and should do this in his advertising by announcements of the rearrangements that people should make in their eating schedules. He may and should do it by window displays, visualizing food conservation. (He may get this definite information by writing to the U. S. Food Administration, Washington.) He may and should do it in his personal mode of living and his contact with his fellow men. He should first instruct every one of his employees as to their obligations in the matter of food conservation so that all will live according to the Food Administration recommendations and instruct their families to do likewise. He should also instruct them to see that their families sign the food pledge card.

The small retail merchant, by his influence and example, can be of tremendous assistance to the people of the world in this critical period. He may supplement his other work by taking an active part in the distribution of the posters which are being used in connection with the pledge card campaign, and by having cards printed with food slogans and enclosed in merchandise packages. There is a fund of opportunities for the small retail merchant to help if he will fully appreciate the gravity of the food situation. It is a problem that will not solve itself and in fact cannot be solved without the fullest co-operation of the consuming public who will benefit by the solution or who will suffer by a failure to solve it.

#### ARE YOU "LETTIN" UP?"

There are doubtless many reasons why men fail, why they do not permanently make good, but one of the main causes of all failure is "lettin' up."

Most men when starting out on any mission are fairly confident, energetic, ambitious. They want to succeed. They work hard, sharpening their wits as they go, many times meeting with more success than was to be expected, but about the time they get the hang of things they let up.

Some let up because they encounter one obstacle. A series of setbacks or rebuffs cause others to let up. Quite a number can't stand prosperity. They let up long enough to let the other fellow get ahead and the ensuing disasters finish them.

Letting up in business is just like letting the manners get slovenly. We have all seen well-mannered men allow themselves latitude in certain company and the first thing we knew they had no manners. Letting up applies also to personal appearances. It takes soap and water, razor and comb, brush and broom, to keep up appearance. If you would be well appearing there must be no letting up.

And so on down the line. Letting up undermines character, morals go to seed, clothes get shabby, manners vanish, vulgarity roots out gentility, pep and go quit working, the man degenerates all because he let up.

There is nothing of such rapid growth as habit. Letting up is the germ of bad habit. One careless business transaction leads to another. Neglect of the razor leads to dirty shirt, baggy trousers, rusty shoes, dirty nails, ill manners, loose morals, laziness; and when a man has those barnacles clinging to him he has taken a load which is sure to handicap him in his progress.

Never let up. Keep on the job. Let noth-Failure overtakes only those ing daunt you. Keep the hair trimmed and who let up. Shave every morning; bathe every day; have the trousers neatly creased; embrace the religion of a clean shirt; cultivate dental floss, manicure the manners constantly; eat moderately; drink nothing that will steal away your brain; hold the moral forces in a grip of steel; think well of yourself; think well of your means of livelihood; always remember that there are two sides to a transaction, two sides to every question and never let up.—D. M. Kagay.

### LIFE IS WHAT WE MAKE IT

Every day that is born into the world comes like burst of music, and rings itself all the day through; and thou shalt make of it a dance. a dirge, or a life march as thou wilt.—Carlyle.

### WHAT DO YOU THINK ABOUT IT?

Editor "HARDWARE WORLD":

I want the opinion of some of your readers—for it will be of interest to other salesmen as well.

I go to work at eight in the morning, quit at six in the evening, with one hour for lunch. I have a regular weekly salary, and at the end of each month have a commission above this on the sales of the month.

At noon hour and after supper I have been working a side line, which does not conflict with any line from my house. Many of the other men employed by the house do the same. Some of them go to work at seven o'clock, which is an hour before the time they have to go to work for the firm.

I am not getting very much salary, and I am not taking any of the firm's time in doing this work, and what we want to know is are we justified in doing this, or should we really give it up.

The boss has not objected, but we think if he knew it perhaps he would. At the same time he himself has other men working for him on side lines that work for another firm on a regular salary, and their firm doesn't know about it, and our boss knows they don't. He has stated he would never stand for over time or side lines from his men, at the same time he encourages it among other salesmen for his own good.

Please tell us what your readers among the manufacturers and wholesalers think of this.

SALESMAN.

#### VIRGINIA HARDWARE DEALERS DO A GOOD BUSINESS IN GOLF SUPPLIES

Howell Bros., Richmond, Virginia, are enterprising merchants who are not averse to accepting new ideas and who realize the possibility of taking on new lines not generally carried.

The sale of golf goods with them has reached considerable proportion, in fact such an extent that a portion of their sporting goods department has been made into a separate golf supply department. Sufficient room is given so that the customer can swing clubs without danger of injuring merchandise or customers. Clubs are arranged on two sides of the department, and on a pair of circular display racks.

In addition to golf clubs they carry a complete stock including shoes, sweaters, gloves. etc. They tell us it brings them a splendid line of cash paying customers, and has materially increased their sales in other lines as well.

Retail Selling Prices in This Issue Are Revised Up to the Time of Going to Press.

# Wives Taught Art of Selling

New Plan to Ginger-Up Salesmen—A Suggestion for Manufacturers, Jobbers and Merchants

OW important a factor is a man's wife in his success as a money-maker?"

John H. Patterson, President of the National Cash Register Company, intends to know exactly—and he is looking for the answer in dollars and cents. He is experimenting along original lines with his entire sales force.

His plan is of interest not only to the men and women directly affected, but it promises to have far-reaching results. Already, big business men are writing for particulars and it goes without saying that women interested in the advancement of the sex regard the Dayton experiment as of great significance for its wide recognition of woman's influence in a business way.

The experiment had its beginning recently when more than 500 wives of sales agents and salesmen of the National Cash Register Company were brought to Dayton from all over the United States and Canada for a business convention. It was exclusively a woman's affair, the husbands remaining home attending to their regular work.

#### Learning Business Secrets.

In a series of morning, afternoon, and night sessions, the wives were let into the secrets of the cash register business. They were told all about the company's policy, methods of selling, and profits on sales. They were taken through the factory to learn how cash registers are produced. They were informed of the usefulness of the cash register and the problems with which salesmen have to deal. And they were instructed how to assist their husbands in becoming better salesmen.

Now that the wives know something about the business from which the family income is derived, it is predicted that they will not be satisfied if their husbands do not earn more money.

In speaking of the project, Mr. Patterson said:

"This is my pet convention and I believe it is the forerunner of a great change in the position of a wife with relation to her husband's business.

"I believe in woman suffrage. I believe in woman's rights. I believe that it is highly important not only to business but to all the affairs of life, that women shall have a larger part in our daily activities.

"She is taking her rightful place in life, and there is plenty of work for her to do.

"Our convention of the wives of the salesmen themselves was a great success—far beyond our expectations. We talked to these wives just as we would talk to their husbands. And we believe the results will be a vast increase in the selling efficiency of every man whose wife was here."

#### A Radical Experiment.

Of all the business innovations which Mr. Patterson has sponsored—and he was the promoter of many now in general practice in business—this is unquestionably the most radical. Because of this fact, the Dayton convention is of particular interest.

It was held in the famous N. C. R. "School House," a large hall built especially for con-

ventions and entertainment purposes.

A large poster on the wall was significant. In bold letters, it proclaimed "10 things an N. C. R. woman can do." These were as follows:

Serve simple food.

Keep him cheerful.

Give him plenty of fresh air.

See that he gets plenty of sleep.

Lend encouragement at the right time.

Encourage him to take regular exercise.

Be economical and save for a rainy day.

Take a new interest in his sales record.

Study merchants' needs and help husband with tips.

Read N. C. R. advertising and call attention

to important things.

Another poster, illustrated with a bag of money from which dollars were leaking, bore the legend: "Leaks in his earnings." And these were designated as follows: (1) Spends too much time at home; (2) Eats too much; loses energy; (3) Does not use simple methods; (4) Lacks ambition—self-satisfied; (5) Does not cover his territory; (6) Fails to study—lacks interest in business; (7) Does not read and use advertising. Below was this suggestion: "You can help him stop these leaks."

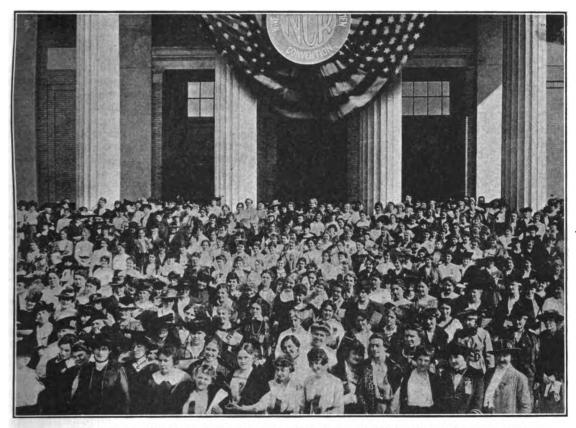
President Patterson made several speeches on salesmanship and how women can help their husbands increase the family income. In every instance, he illustrated his talks by rough crayon sketches on large charts which are a feature of all N. C. R. proceedings.

Sales Manager Charles E. Steffey conducted the sessions and made practical talks on salesmanship and business.

#### Women Show Their Interest.

The women were encouraged to ask questions and to offer suggestions. Hundreds of questions and suggestions came from the wives as the result. At one time, Mr. Steffey





THE GREATEST ORGANIZATION OF WOMEN SALESMEN IN THE COUNTRY.

They are the wives of the representatives of the National Cash Register Co., who met for their first Convention at Dayton, Ohio, last month. This beginning was auspiciously inaugurated by President Patterson, and will undoubtedly extend throughout the length and breadth of the country.

asked if any of the women present had actually sold a cash register. More than 30 arose.

Miss Grace E. Tryon, Z. L. Potter, G. B. Haig, and other members of the N. C. R. executive staff spoke of different phases of the work. Motion pictures and lantern slides were effectively used to drive home many points. Finally, to emphasize the big object of the new movement, a play was presented depicting how a wife can retard or promote the advancement of a salesman.

But the convention was by no means an allbusiness affair. It was generously interspersed with entertainment, including motion picture exhibitions, lectures on dress, on the war, on good government; automobile trips to Hills and Dales park, and various social events.

To test out the effect of the convention, Mr. Patterson has offered a prize of \$100 for the best letter to be written describing it—and there will be 500 women in this competition! But the best indicator of success will be the sales records of the married men.

We lose vigor through constantly thinking the same set of thoughts. New thought is new life.

#### THE PRICE CUTTER

Tell me not in smiling numbers
Selling costs are what they seem,
And the man who cuts for orders
Gets the lion's share of the cream.

When you strive to build some business
Do not be a human sieve—
Letting leak the needed profit,
Trusting luck will let you live.

Lives of dead ones all remind us
What it means to sell on guess—
Their departure makes us keener
To sell RIGHT and not sell LESS.

For no trade can long be loyal To a man who's all regrets— Can't deliver—who's just living On the interest of his debts.

CAN'T AFFORD TO MISS IT
I haven't as yet received the last issue of the
HARDWARE WORLD, and I can't afford to miss
the best hardware magazine published.
W. H. ONION & CO., Cal.

### UNITED STATES SUPREME COURT LE-GALIZES A UNIQUE BUSINESS PLAN

(Copyright, by Elton J. Buckley.)

Few business men know, apparently, that the United States Supreme Court has legalized a plan of consigning goods to a buyer instead of selling them outright, which plan leaves the title to the goods in the seller, and permits him to take them back in case the buyer goes into bankruptcy or gets into trouble.

The decision in which this was handed down was ludvigh vs. Woolen Co., 231 U. S. 522, recently decided. The plan can be best explained by a little history of that case. A manufacturer had a chance to sell a certain dealer, in whom, apparently he had no confidence. Instead of selling him outright, therefore, he devised a plan which he thought would enable him to play safe. He consigned goods to the dealer upon the following arrangement, which I quote from the history of the case:—

Goods were to be consigned to H. & Son, the title of the merchandise, or its proceeds, to remain in the Woolen Co. until fully accounted for, all bills of such consigned goods to be payable to the Woolen Co. and accounts of sales to be rendered to that company at least once a month. The goods shipped were not kept separate from other goods in H. & Co.'s store, but the Woolen Co.'s tags were left on them. The H.'s were also to give security to protect the Woolen Co. from any failure to perform the contract; the profit of the H. firm was to be the difference between the invoice prices and selling prices of the goods: they were to have a trade discount for payment within a certain period, and any increase in profits made by varying the terms of trade was to go to them. The H. Co. was to hold and care for the merchandise as the property of the Woolen Co., the title thereto or proceeds therefrom being vested in the latter company and the merchandise being at all times under its control. The title to the merchandise was to pass directly from the Woolen Co. to the purchaser. The property was to be insured for the benefit and in the name of the Woolen Co. The H. Co. agreed to sell the merchandise to such persons as they thought were of good credit and business standing, collect for same in behalf of the Woolen Co. and immediately pay over to the Woolen Co. any amount so collected, less the H. concern's profits. The H. firm guaranteed the payment of all bills by people it had sold to and agreed to pay such bills itself if its customers did not pay them.

In other words, the Woolen Co. shipped the H. firm goods precisely as it would have done had the transaction been one of bargain and sale. The H. concern, doing business under its own name, put them in stock, exactly as if they were its own, and sold them over the counter or through salesmen, exactly as if they were its own. Whether it gave receipts in its own name or the name of the Woolen Co. is not stated. When a bill was paid the H. concern held out the difference between the invoice price to them and its own selling price, and remitted the balance to the Woolen Co.

I should have believed that this scheme was exceedingly fishy and would be very likely turned down by the courts. Yet here is the

United States Supreme Court upholding it. Before I tell what that court said about it, let me tell what happened under it.

The H. Co. got into difficulties and went into bankruptcy. The Woolen Co. swooped down under its agreement and took back several hundred dollars' worth of goods on the ground that title was still in itself. Suit was begun by the trustee in bankruptcy to get this back, but when the matter got into the Supreme Court, that court said the scheme was legal and the company did not have to give the goods back. This is the core of the Supreme Court's decision:—

We find that the agreement was really one of bailment for the purpose of sale, with the right to return the unsold goods. There is nothing illegal in such contracts when made in good faith. If there are no other circumstances controlling the situation and establishing the fact that this contract was a mere cover for a fraudulent or illegal purpose, there is nothing in its terms operating to transfer the title to the goods of tne H. Co. or to prevent the return of those unsold to the Woolen Co., or their being retaken by the latter company if the H. Co. went into bankruptcy.

We are unable to find that the contract was either actually or constructively fraudulent, and hold that it was what it purported to be, a consignment arrangement with the net proceeds to be accounted for to the consignor and with the right to return the unsold goods.

It has been recognized that this almost makes some new law, and I find other cases decided subsequent to it emphasizing very strongly that such agreements must show all the earmarks of the utmost good faith or they will not be upheld. For instance, the United States District Court of New York recently had a case in which a shoe jobber sold a retailer under this scheme. But the retailer did not account for the proceeds, in fact, did not do any of the things which would have established the jobber as the real owner, and when asked for a financial statement he included the "consigned" goods among his assets. Of course the court held that the whole thing was a subterfuge.

This is really nothing more than appointing a dealer your agent. It is an absolutely safe way of controlling your goods until they reach the consumer, and of safeguarding them not only against the possible bankruptcy of the buyer, but also against the chance that the buyer may cut the price and so upset the trade. A dealer to whom goods are consigned in this way must sell as the consignor dictates. This is respectfully referred to manufacturers who think there is no way in which they can prevent price cutting on their goods.

BEST PUBLICATION HE CAN FIND Enclosed find check for three years' subscription to the HARDWARE WORLD. I would not want to be without it. It is the best publication for the money that I know.

W. G. COLEMAN, Ohio.

#### UNITED STATES AGAINST PRUSSIANISM IN 1848

This is not the first time in which America has taken a stand against Prussian despotism. Nearly seventy years ago our Government went on record as opposed to German autocracy and as sympathizing heartily with the efforts of a small band of German patriots to overthrow the tyranny of the Hohenzollerns.

A pamphlet lately published by the Committee on Public Information gives the facts. The author is Prof. E. B. Greene of the University of Illinois. His facts are quoted from the official records in Washington, dating back to

1848.

Prussian Revolt of 1848.

In that year two noble-hearted Germans, Carl Schurz and Franz Sigel, were fighting freedom's battle against the Prussian government, which then as now was a despotism intolerable to men who loved liberty and dared risk their lives for it. That heroic effort was crushed by Prussian militarism, which then as now was the cruel and relentless master of the Prussian people, the implacable foe of human rights.

Schurz and Sigel had to flee for their lives. They came to America. Here, by lives of usefulness and honor, with liberty ever in their thoughts as the supreme good of man, they proved how much Germany had lost and America gained by their flight to these free

shores.

In the midst of this noble but hopeless effort to give freedom to Germany, the United States declared its sympathy for the party of liberty and its disapproval of German autocracy. Our Government generously did this at the risk of offending a powerful government.

U. S. Always for Liberty.

Mr. Clayton, Secretary of State under President Zachary Taylor, wrote to our envoy at Berlin words that may well be repeated today. Our envoy was in effect directed to recognize a German republic, or liberal monarchy in opposition to the Hohenzollerns, if on his arrival he could find any such government in successful operation. And these were the reasons our

Government officially gave: "We understand that there are, at this time, two parties in Germany, each seeking to establish a constitution for a Germanic empire; and that the essential difference between them consists in this-that one of them desires to form a constitution which has for its basis a recognition of the principle that the people are the true sources of all power; and the other, a constitution based on the despotic principle that kings hold their power by divine right. It is hardly necessary for me to say that all the sympathies of the Government and the people of the United States are with the former party."

Eager to Recognize Freedom.

A little later our envoy was instructed by President Taylor to go to Frankfort, and there, as the official representative of the United States, "recognize the provisional government of the new German confederation provided you shall find such a government in successful operation." Before he could arrive the iron hand of the Hohenzollern tyranny had crushed liberty's revolt.

Schurz and Sigel and their fellow patriots were fugitives. But at least the revolt had given the United States a chance, which it improved, to record its utter disapproval of the Prussian idea of government, monstrously miscalled "divine right." Between the German idea of government and the American there is not, never was and never can be any sympathy. One contradicts the other.

### BLAMING IT ON GOD

Germany's misfit chancellor now says that "the war is God's act."

Putting all the blame on God for the disagreeable features of war and giving credit to the Kaiser for all the victories is a Teutonic habit. Insolence rarely goes so far as that.

But was it God or an ambitious and bloody Prussian dynasty which for forty years prepared an army of a million men for this war?

Did God or a savage general staff of the Kaiser's order that rape of peaceful Belgium?

Was it God's order, or a command of a debauched crown prince which smote the great cathedrals of France?

Did God or Von Tirpitz fire the torpedo which sank the Lusitania and drowned over 1000 helpless non-combatants?

Was it Jehovah or a drunken crew of Prussian libertines who outraged the women of a conquered territory?

Did the Almighty or a tottering emperor order airships to bomb British schools and murder scores of children?

The people of the world take no stock in this barbaric and pagan idea of Prussia's that whatever is cruel or harsh or unpleasant or savage or murderous or destructive is a direct act of God.

On the contrary, the world has learned to appraise the Hohenzollern tribe for what it really is—a bloody dynasty which to gain its own selfish and greedy ends first brought war upon unprepared Europe and now wages it by all the rules of the ferocious Hun.

Besides which, blaming the war upon God is not going to let out Germany to the fraction of an ounce when the final day arrives for reckoning up peace terms.-New York Evening Post.

CANNOT GET ALONG WITHOUT IT We simply can not get along without the HARDWARE WORLD. Let me know how my sub-

scription stands.

Mrs. G. sent you a remittance not long ago, but we don't want to miss an issue, for we never open a copy, but what we don't see something in it that is worth our while, news and information we are glad to have. A. M. GRISWOLD.

# Business Should Not Tamely Submit to Infamous Calumny

Irresponsible Statements by Self-Seeking Politicians Should Be Promptly Nailed

TT IS amazing how an untruth once started gathers force and violence and viciousness on its way, until it looms so large in the public mind that it becomes an obsession, says "American Industries in War Time." Early in the war certain politicians and certain labor leaders and certain publicists of a saffron coloring undertook to circulate the idea that the manufacturers were seeking huge profits out of the difficulties of the country and the necessities of the Government. There was not a scintilla of evidence to support the suggestion, but it has been taken up and bandied about and propelled along by persons seeking notoriety or seeking to use it for their own advantage, until all over the country there is the suggestion that undue profits are being made by business men and manufacturers.

Before the United States entered the war very high prices had developed, mainly as the result of the demands of the Entente Allies for supplies. We were a neutral country, and we were supplying the world with the things which we had and which it needed. Demand and supply are always the basis for prices, and abnormal demand and limited supply fixed the high prices which were charged to neutral countries and to the European belligerents for necessary supplies. These high prices, however, did not represent an equivalent in profit for the reason that in order to meet the demand of the Entente Allies and neutrals, the manufacturers had increased their plants; had increased their wages; had increased their fixed charges, and the cost of everything which was sold for shipment to Europe had increased.

When the United States entered the war the business men and manufacturers of the United States, through their representatives in the Council of National Defense and by word of mouth, by letter and by personal visits to Washington, placed their plants and the product of their plants and their own activities at the service of the Government. The Government availed itself of the offers, and furthermore, these business men and manufacturers did not attempt to fix the prices of their product to the Government. Where the prices submitted were not regarded as sufficiently low by the Government, the Government officers were advised to name their own prices pending the fixing of a permanent or definite price for the product. This was done with the result that the Government is today naming all prices for practically all products. The prices of steel and iron, coke, coal, sugar, copper, wheat, and

many other things have been set by the Government, and it is notable that they have been so fixed by agreement. Neither have they been arranged under any threat of legislation, in spite of what some newspapers say. No legislation can compel sales to our Allies or to the public, or at least can make such prices or such sales effective.

During the period before our entrance into the war the stocks representing American industry sold at very high prices, and they sold at those prices because of the profits which were then being made on our trade with belligerent and neutral Europe and the rest of the The most definite refutation of the world. charge of profiteering is found in the action of these stocks after our entrance into the war. Prices held steady for a very short time; then wavered and then dropped. The reason for this decline was the knowledge that the business men of the United States and the manufacturers were offering their product to this Government, to the exclusion of Europe, at a price which did not permit of extraordinary profits, or even in some cases of normal profits. In different instances involving contracts with the Government prices were quoted at almost one-half of what could be secured a few months before in supplying the European nations.

But in spite of all this there still persists, not the delusion of profiteering, because no-body really believes it, but the propaganda of trying to tell the people, or of trying to induce the people to believe that there is such a thing as profiteering. The man of common sense, of common knowledge, the man who follows the facts as they appear from day to day in the newspapers, the man who follows prices of securities, the man who understands the spirit actuating the American manufacturers, pays no attention to this talk of excess profits, but unfortunately it does harm in raising in the minds of some the thought that there is such a thing.

It is poor payment to the American manufacturer for his patriotism that he should be called a profiteer, but time rectifies all wrongs of this kind, and the Government today is beginning to show to the people that it has full confidence in the manufacturer and the business man, and it is co-operating with him in arranging prices which are fair and just. It takes a long time to catch up with a lie, but the lie of profiteering is nearly exploded.

The Government has fixed the price of copper as between the producer and the Government and by agreement as between the pro-

ducer and our Allies and the public. It has also fixed the price of steel, pig iron, coke and other commodities entering into the manufacture of steel. The prices arranged by the Government in the case of steel were very much lower than current prices which were brought about by extraordinary demands and limited supply. The price of copper was fixed at a lower price than current market prices. It is well to remember that all these were fixed by agreement, and that the producers and the Government decided upon that which would not only be fair to all concerned, but would be sufficient to insure production and full supply. The Government is to be congratulated upon its action because it dissipates the idea that it has the will or the desire to confiscate property. The producers are to be congratulated because they have submitted all the facts in their possession to the Government and have accepted the Government's proposition with regard to price. The situation is a reassuring one. exemplifies in a striking way the co-operation between the Government and the producer, and it should neutralize completely and entirely all suggestions that the producers are trying to gouge the Government, and, on the other hand, should eliminate the fear that the Government is trying to confiscate private property because of its own necessities.

Significant above all else in this connection is the spirit of co-operation. The producers take the position that the Government must have all the help that it is possible to give, that the question of prices or penalties must not stand in the way, and that they know that the Government seeks only to do what is right and fair. On the other hand, the Government takes the position that fair prices solves not only the problem of co-operation but also makes possible the output which is necessary. That is logical. Low prices, even if not confiscatory, would seriously affect many comparatively small producers, drive them to the wall and to that extent reduce and curtail production. It is said that President Wilson is responsible for the prices fixed. If that be so the thanks of the country are due him.

## READ BY EVERYONE, INCLUDING THE OFFICE BOY.

We want to say that we appreciate the "HARDWARE WORLD" as much, if not more, than any periodical that comes to our desk.

We find it brim full of good suggestions and reliable information, and we certainly want a copy of it in every one of the hands of our hardware clerks, including our office boy.

The wonder to us is how you get out a publication of this nature at so small a price. Very truly yours,

F. G. FOSTER COMPANY.



J. G. DEERICKS

General Manager Sales Pittsburg Steel Company.

Mr. J. G. Deericks is now General Manager of Sales of Pittsburgh Steel Company, succeeding the late Mr. Edmund Steytler.

The appointment was made at a meeting of the board of directors held Tuesday, October 30th.

Mr. Deericks has been identified with the steel trade all of his business life. He was born in Cleveland, Ohio, in 1871, and received his education in the Cleveland schools. His first business association was with the American Wire Company. In 1899, Mr. Deericks went to New York and connected himself with the American Steel Hoop Co.

When the U. S. Steel Corporation was formed, Mr. Deericks was moved to Pittsburgh, where, for a year and a half, he was associated with the Carnegie Steel Company. Subsequently he returned to New York to go with the American Steel and Wire Company, where he remained in charge of the sales of their wire products to manufacturers in the Eastern district, until April of this year, when he returned to Pittsburgh, as Assistant General Manager of Sales of the Pittsburgh Steel Company which position he occupied up to the time of his promotion.

Mr. Deericks is a member of the American Iron and Steel Institute, the Engineers Club of New York, the Ohio Society of New York, and the Pittsburgh Athletic Association.

#### CAN'T DO WITHOUT "HARDWARE WORLD"

Enclosed please find check covering three years' subscription to the "HARDWARE WORLD."

I have been without it for the past year, but I find I need it in my business.

H. A. CAMPBELL, Michigan



S. S. REED Former President of Oklahoma Retail Hardware Dealers' Association.



W. B. PORCH Secretary-Treasurer Oklahoma Retail Hardware Dealers' Association.

As this issue is being mailed Oklahoma Retail Hardware Association were holding their convention at Oklahoma City, December 4th, 5th and 6th. Secretary Porch had made arrangements for one of the most interesting and helpful conventions that have ever been held.

Manning & Clark are successors to Y. T. Manning at Leonard, Texas.

O. L. Emery recently engaged in the hardware business at Colton, Cal.

James & Tucker have succeeded the Garland Hardware Co., Garland, Texas.

A new enterprise at Plainview, Nebraska, is the Holbert & Sires Hardware Co.

E. J. Burgess has purchased the R. C. Mead Hardware store at Jamaica, Iowa.

Ray Merriott is the successor to the Clayton Henry Hardware Co. at Gruver, Iowa.

The hardware store of Moogard Bros., Vandalia, Montana, was destroyed by fire.

L. C. Grewell has purchased the business of L. L. Johnson at Republican City, Nebraska.

The Garza Hardware Co., Eagle Lake, Texas, has increased its capital stock from \$10,000 to \$25,000.

The Ebinger Hardware Co. are successors to Ebinger Weldman Hardware Co., Plainview, Nebraska.

The Clark & Alexander Hardware Co. have succeeded the Landes Hardware Co., Inola, Oklanoma.

Lawrence J. Weaver, Colton, Cal., has recently taken charge of a hardware business at Yuma, Ariz.

A change in the ownership of the Farm Implement Co., Reedley, Cal., was effected when Carson Reid purchased the interest of Ray Moncrief.

C. M. Hulbert of Oakland, Nebraska, is erecting a new warehouse.

The A. Hood & Sons Co. has opened a branch at Douthot, Oklahoma.

The Ritter Implement Co., Craig, Iowa, are successors to Hauff Bros. & Co.

F. N. Rinehart of Chariton, Iowa, has purchased the stock of Blanchard & Cooley.

Wingert Bros. is the name of the successors to M. C. Wingert & Sons at Hood River, Nebraska.

The Farmers Exchange Co., Charles City, Iowa, are putting in a complete line of implements.

The Aid Hardware Co., West Plains, Mo., has purchased the stock of the Reames Hardware & Furniture Co.

R. E. Courtright has moved his hardware stock at Caldwell, Kansas, to a larger building to give them needed facilities.

Fred R. Ingle, formerly of San Diego, who is engaged in the hardware business at Yuma, Arizona, reports a splendid business outlook.

The store building occupied by the Coquille Hardware Co., at Coquille, Oregon, is being remodeled to give them facilities for carrying an increased stock.

S. G. Thompson of Halsey, Oregon, who was formerly in the hardware business at Tacoma, Wash., has traded his farm for the Fitzhugh Hardware Co.'s hardware and implement store at Eugene, Oregon.

Retail Selling Prices in This Issue Are Revised Up to the Time of Going to Press.

#### LABOR-SAVING DEVICES ALL-IMPOR-TANT NOW

Labor-saving devices should have a stronger appeal to hardware merchants than to almost any other class of dealers, due to the wider variety of merchandise that is carried in a hardware salesroom. The assembling of any large assortment of lines of merchandise for sale under one roof always carries with it a considerable amount of detail work, of such character that errors made in the handling of this detail are liable to prove very costly.

Too many hardware merchants are wasting their efforts on these details, and trying to do all of the thinking for their business at the same time. The wise merchant will adopt some of the labor-saving devices that have been placed on the market, to relieve the proprietor of these details, while at the same time providing an absolute check on the clerks, thus preventing costly errors, either in omission or commission.

No merchant can successfully build up a large business, whose time is taken up with de-The merchant who is enabled to turn over to his clerks practically all of the detail work connected with his establishment, thus leaving his own time and energy free for creative efforts, will without a doubt make faster progress in expanding and increasing his business, than he who attempts to carry the entire load himself.

Speaking before a national convention of retail merchants a short time ago, a man who has built up a most successful retail business and yet finds time to take an active part in all movements for the welfare of his home community, and in fact, for the country as a whole, put these searching questions to his hearers:

"How many of you men have your business so well systematized that you know every morning the cash receipts of the previous day. the amount of merchandise sold on charge account, the amount received on account, and whether there is a right balance between the two? Is your audit system so complete that you can turn to your ledger and find the exact amount of merchandise on hand in each department, the sales made for each month and the profit credited or debited? Do you have a statement prepared showing the net profit earned monthly so that you can keep your hand on the lever and stop short any losses, or take advantage of any gains which this data reveals?'

In these days of high costs and low profits, it is almost suicidal for any merchant to run his business with anything but the very best and most complete labor-saving accounting system which is available. As an example, how many of our readers are using the blotter, day-book and ledger system of bookkeeping?

How many of you transfer your credit en-

tries from blotter to day-book, day-book to ledger? There are three operations, transfer carrying with it the possibility of error. A charge sale of \$5.00 is made, we will say, and some one neglects to enter that charge. Did it ever occur to you that you lose not only the profit on that sale, but that the error has eaten up the profit on ten more sales of a similar amount?

If you are handling your credits in the manner outlined, a credit file, such as that made by the National Cash Register Company, would be a wonderful labor-saver, for it would eliminate two of these operations, and while keeping a customer's balance in plain sight of the clerk making out the new charge slip, still keep the account itself under lock and key. where no one except the merchant himself, or some responsible employe designated by him has access to it.

We know of a merchant, who, through fear that his ledger was not balanced right up to the minute, was compelled to ask two different customers, who had come in to pay their bills, to stop in the next time they were in town. He was afraid that his clerk had not made all the entries in the ledger. these customers died before he had an opportunity to "come to town" again—the other became entangled financially. The merchant never collected either account.

The most successful merchant, not only in the hardware line, but in any line, is he whose system is the most complete; who has the most absolute protection over every transaction in his store; whose entire time is spent in creating new departments, improving his service to customers, and establishing that "personal" touch with his trade which is so essential to the success of any merchandising enterprise. In exact proportion, the merchant who is least successful is he who is endeavoring to carry the entire burden of his business upon his own shoulders, and whose store system has the most leaks in it. This is but logical.

Labor-saving is money-making. It matters not whether labor be saved through the agency of the human system, eliminating unnecessary operations, or through labor-saving machinery, such as up-to-date scales, good credit files, or receipt printing cash registers—the result is the same—Better Business, Bigger Business, Bigger Profits.

#### MECESSITY POR EMPLOYER AND EMPLOYES

We have been a little slow in sending in renewal of our subscription, for three years, we want you to know that our hearts are in the right place. We have a number of other little things to look after, and sometimes it makes me overlook some of the more essential things, one of which is the "HARDWARE WORLD."

I have been a reader of this magazine for a number of years, first taking it when I was with the Erb Hardware Co. Lewiston, Idaho, and find it a necessity for both the employer and employes.

UNIONTOWN HARDWARE & FURNITURE CO

#### C. W. ASBURY AGAIN CALLED TO SERVE INFORMATION TO APPLICANTS FOR EN-AMERICAN HARDWARE MANU-**FACTURERS**

It is a mere coincidence of course, that Philadelphia, the Cradle of Liberty, should furnish the chief executive of the American Hardware Manufacturers' Association, in this, America's second great fight for liberty, and in choosing him for their executive a more splendid example of American citizen and patriot could not be found than C. W. Asbury.

Mr. Asbury has previously served the American Hardware Manufacturers' Association for two terms, and has been identified in an advisory capacity on its executive board for many years.

He is known from one end of the country to the other, and has typified the true American spirit both in his business and civil life.

The Association has always been fortunate in its choice of executives, numbering among its representatives some of the biggest, busiest and brainiest men of the country. In asking him to assume the leadership again, it was with a knowledge that the policy and constructive work of the Association as carried on by his predecessors would be continued.

#### HOMER M'KEE'S PRAYER

Teach me that sixty minutes make an hour, sixteen ounces one pound, and one hundred cents one dollar. Help me to live so that I can lie down at night with a clear conscience, without a gun under my pillow, and undaunted by the face of those to whom I have brought pain. Grant, I beseech Thee, that I may earn my meal ticket on the square, and in doing thereof that I may not stick the gaff where it does not belong. Deafen me to the jingle of tainted money and the rustle of unholy skirts. Blind me to the faults of the other fellow, but reveal to me mine own. Guide me so that each night when I look across the table at my wife, who has been a blessing to me, I will have nothing to conceal. Keep me young enough to laugh with my children and to lose myself in their play. And then when the smell of flowers, and the tread of soft steps, and the crushing of the hearse's wheels in the gravel out in front of my place, make the ceremony short and the epitaph simple: "Here Lies a Man."

#### HEARD IT BEFORE

Tom Johnson claims that the oldest joke is the one about the Irish soldier who saw a shell coming and made a low bow. The shell missed him and took off the head of the man behind him. "Sure," said Pat, "ye never knew a man to lose anything by being polite."

A deaf and dumb man was arrested recently for making a few off-hand remarks about the war.

# LISTED ORDNANCE

#### What It Is.

The Enlisted Ordnance Corps, National Army, into which the Ordnance Enlisted Reserve Corps has been merged, is charged with the supply, maintenance and repair of all cannon and artillery vehicles and equipment; all machines for the service and maneuver of artillery; all small arms, ammunition, harness, motor trucks, motorcycles, tractors and railroad ears; in fact, it is the Army behind the Army commonly known as "Service of the Rear."

#### Type of Men Wanted.

There is a place for practically every man who knows a trade in the Enlisted Ordnance Corps. Machinists, mechanics, plumbers, painters, carpenters, canvas workers, auto mechanics, saddlers, blacksmiths and wheelwrights are especially needed at this time.

Applicants must be between 18 and 40 years, citi-

zens or declarants, and be able to speak, read and write the English language, should have no absolute dependents, and must be able to pass a physical examination conforming to that prescribed for the Regular Army.

#### Place and Type of Service.

If accepted for enlistment, men will ordinarily be sent to an arsenal school for a period of instruction, on completion of which they will be assigned to detachments, units or organizations, with ultimate service abroad. Previous military training, while preferable, is not essential, as men will continue the work which they pursue in civil life.

#### Pay and Grade.

In view of the importance of their work a large number of men will serve as non-commissioned officers. Original enlistment is required as private, but later courses of training or special qualifications quickly lead to higher grades. Pay ranges from \$30 to \$97.20 a month, depending upon demonstrated ability and place of service. Men enlist for duration of war only.

Free quarters, rations, clothing, bedding, medical attendance, etc., are provided.

#### Belation to the Draft.

Men registered under the Selective Service Law may voluntarily enlist prior to the posting of their names by their Local Boards. No man who has been called to appear for physical examination is eligible for enlistment in any branch of the military service. In case such men do enlist the department under which they have enlisted will be requested to discharge them and direct them to report to their local boards.

#### How to Enlist.

Get application blank by writing to Chief of Ordnance, Enlisted Personnel Division, Washington, D. C. Fill it out, return to Chief of Ordnance, and if there is an opening for you at the time, authorization will be sent you to enlist at the nearest recruiting station, and if accepted there, free transportation will be provided to place of service.

J. W. Shillington has disposed of the Oxnard Implement Co. to his son, J. E. Shillington, and his sonin-law, Louis Penland, who will continue the business.

The Colusa Implement Co., Colusa, Cal., are preparing to erect a new building, 80x100 feet, to accommodate their increasing trade.

Lawrence Wraith is installing a larger hardware stock at Meridian, Cal.

The Fenton Hardware Co., Fenton, Iowa, are erecting a new building, which will be occupied by them, and they will also add gasoline engines to their stock.





CHARLES W. ASBURY

Again elected president of the American Hardware Manufacturers' Association. Mr. Asbury is well known to the trade as being president of the Enterprise Mfg. Co. of Philadelphia.

# RATHBORNE, SARD CO. OPEN FAR WESTERN BRANCHES

Our readers in the West and on the Pacific Coast will be interested in the announcement that is made of the establishment of branch houses, of the well known manufacturers Rathbone & Sard, Aurora, Ill., and Albany, New York, that is being established at Portland, Oregon, and San Francisco, as well as Dallas, Texas.

C. W. Reid, vice-president of Rathborne, Sard Co., has been spending some weeks on the Pacific Coast, arranging for convenient locations for their offices and warehouses, where full lines will be carried.

Special attention will be given to electric stoves and ranges, which trade, by the way, Mr. Reid regards as merely in its infancy.



J. M. MERRITT, MANAGER

Rathborne, Sard & Co., who are known as the largest stove manufacturers in the world, make a complete line of coal and wood ranges, oil, gas, and electric stoves, and are placing on the market a line that possess exclusive features that will appeal instantly to every housewife, that for economy of operation and convenience are not equaled by those of any other

manufacturer.

The development of the electric stove business is in its infancy, and the trade can be prepared to give greater attention to this department of their business in the near future, for with the line that is being made by Rathborne, Sard & Co. a wide sale is anticipated.

For the Portland branch house Messrs. R. C. Karberg, and C. F. Jaques will supervise the management of the business. Both of these men are well informed stove men, and have

been identified with the business in its various phases for some time.

At San Francisco, J. M. Merritt will manage the branch house with Maurice S. Barnett as sales manager.

Both Messrs. Merritt and Barnett have a wide acquaintance and experience, in fact are counted among the best posted men in their respective lines in the country.

Mr. Merritt has been identified with Rathborne, Sard & Co. in Southern California for many years, and Mr. Barnett has had an extended experience with W. F. Boardman Co., well known manufacturers' representatives on the Pacific Coast.

Mr. Reid is greatly pleased in securing such an addition to their force. In fact he says that the Rathborne-Sard family has the finest bunch



MAURICE S. BARNETT, SALES MANAGER

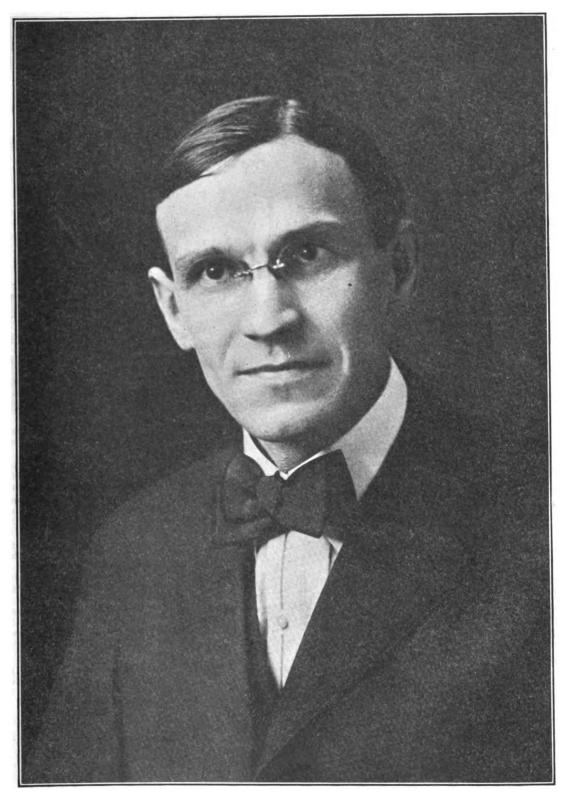
Two well known stove men, who will direct the policy of the San Francisco branch of Rathborne, Sard & Co.

of men to be found in any similar institution in the country; and if we were to ask the men themselves we will venture they would reciprocate by saying there isn't a finer chief anywhere than Charles W. Reid.

As a matter of fact Mr. Reid is a "one job" man. He began with Rathborne, Sard & Co. as a boy, out of high school, and has been identified with them ever since. He has never held any other position. He has served in practically every capacity. He enjoys a wide acquaintance throughout the country, and is counted as one of the best informed men connected with the stove industry.

W. Bair & Son, Goldfield, Nevada, are closing out their stock of hardware, paint and glassware on account of the two sons entering the service for their country, both sons having enlisted.





CHARLES W. REID

Vice-President of Rathborne & Sard Mfg. Co., Aurora, Illinois, and Albany, New York, who are establishing branches throughout the West and South. He has only held "one job" in his life, and is still working at the same "job," having been identified with Rathborne & Sard all his life.

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#### WAR TIME PHILOSOPHY

(Bits of consolation by an optimist who believes that things might be worse and we could still be happy).

Old shoes are more comfortable, anyhow. It may not be easy to can, but we are thankful that we can.

We've often admitted to ourselves that we eat too much.

Mother used to say that too many eggs make us bilious.

A meatless dinner saves lots of tooth picks and perhaps a dentist bill.

We started life on meatless meals; one or

two a week won't hurt us now. Wheatless meals? Why, certainly! We have often wondered why flour appears so often on

the grocery bill. After thinking the matter over, it does seem

rather sensible to carry small packages. Their weight is less than the worry about delivery on

The hardware and implement dealers of Riverside and San Bernardino have organized what is known as the Orange Clipper Club, of which Harry H. Woodward of the Riverside Hardware Co. was elected president, F. E. Hobbs of Rialto, secretary. The hardware mer-chants of Southern California know the value of local organizations and of keeping in close touch with one another.

#### CUSTOMERS REMEMBER

All consumers are alike, generally speaking. They remember courteous treatment, the quality and appearance of the goods, the professional knowledge and advice given at the time of the sale. They remember these things! And let every merchant remember that his customers have good memories.

#### THRIFT

If your pay is small and you live within it, If you quit work richer than you begin it, If you save a little from what you make For the rainy day that's sure to break, Then you're richer far than he who looks Far better off on the company's books. It isn't the money that's paid to you—

> It's what you get With what you get For the work you do.

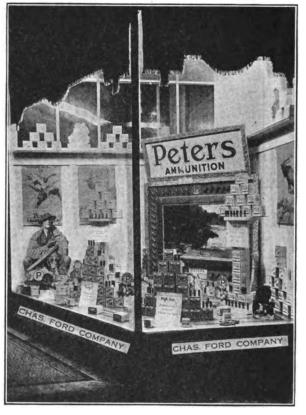
-STRICKLAND GILLILAN.

WANT THE BOYS TO READ IT. We think the "Hardware World" is a No. 1 publication, and we want our boys to read it, and want you to send us three copies each month.

For certainly after reading one copy we look with impatience for the next.

Business is good and we wish the "Hardware World" all kinds of success.

MONETA HARDWARE CO.



Chas. Ford Co. are large distributors of general mer-chandise. They are typical of the enterprise and progressiveness of western merchants.

They not only believe in the value of window displays, but find it one of the best and most effective forms of advertising the retail merchant can use.

Their window displays are models of neatness, and this is equally true in their hardware and sporting goods department.

Here is a corner display of ammunition that was a great winner. The arrangement appeals to the sporting instinct in every man and boy, the display cards emphasizing certain features, the figure at the right, who with his dog is ready for instant action, all tell the story in a most effective man-

Watsonville is not a large town, probably two thousand people, but the window display of the Charles Ford Co. would do credit to a city many times the

M. J. Ryan Co. are the successors in name to the Ryan-Conley Co., dealers in farm implements and general merchandise at Fresno, Cal. The directors of the company are M. J. Ryan, Jennie E. Ryan and M. J. Ryan, Jr.

O. F. Braeger, a hardware man of Grants Pass, Oregon, has become connected with the Riverside Hardware Co., Riverside, Cal.

Charles E. Shaffer has purchased a half interest in the L. H. Macomber Hardware store at Waitsburg, Wash., and will engage actively in the business. He was formerly engaged in the hardware and implement business at Dayton, Wash, a number of years ago. The new firm will be known as the Dickinson Shaffer Hardware Co.





AN "INVITATIONAL" WINDOW DISPLAY

There is a distinctiveness about this window display made by John Hardy for the Honeyman Hardware Co., Portland, Oregon, that is compelling, "invitational," as it were, and well nigh irresistible.

Mr. Hardy is one of the few window display men, who have the artistic temperament highly combined and developed with the business sense. In other words, he possesses a sixth sense, as it were, to be able to harmonize and blend to such a degree the business and artistic and in the hardware business.

As you will see, this window was devoted to a display of Loaded Shells. black and white, bordered with lake and mountain scenery. The background effect was in

The foreground was utilized to show a large assortment of Selby Black Loaded Shells.

The results obtained from this display were more than ample justification for putting it in.

The displays that appear in the HARDWARE WORLD from Mr. Hardy, from time to time, are one of the valuable educational features of it.

#### **NEVADA PROSPEROUS**

The state of Nevada is in a very prosperous condition, due to the prices in demand for hay, honey, potatoes, copper and silver, and the general activity in building operations. Especially is this true in Reno, where new apartments and residences are springing up all over the city. A number of large mine operators of southern Nevada have purchased residences in Reno, thus being close to their property and enjoying the advantages of this big little city.

Advertising never takes a day off.

F. S. Marshall's Hardware store was recently destroyed by fire. He will erect a new building in the early spring at Republic, Washington.

Fitzhugh Hardware Co.'s hardware and implement business has been purchased by S. G. Thompson of Halsey, Oregon, who was engaged in the hardware business in Tacoma for a number of years. Mr. Thompson has also taken over the gasoline agency at Eugene formerly held by Mr. Fitzhugh.

J. R. Standley has purchased the hardware and implement stock of the Juliaetta Hardware & Implement Co. at Clarkston, Wash.



#### THREE LIVE QUESTIONS ANSWERED

(Copyright, by Elton J. Buckley.)

For once I shall depart from my custom of devoting each article to the discussion of a single subject, and shall discuss three communications received from readers of these articles within the last few days. Each one concerns a subject of importance to almost all trades:

There is a law in this state forbidding the sale of cartridges to minors. Nothing is said about whether the minors can bring an order from the parent and get the goods or not. A minor brought an order for some cartridges from his father, and one of our clerks let him have them. He took them home and gave them to his father, and later the father gave the boy some of them and the boy gave some to a second boy, and the second boy gave some to a third boy. They exploded in the hands of a third boy and he was killed. Now the parents have sued me for \$25,000 damages, claiming we violated the law. What is our position?

All states have laws forbidding the sale of certain goods to minors. Sometimes it is fireworks or firearms, sometimes it is tobacco, or liquor, and sometimes it is drugs and medicines of various kinds. Where a dealer makes a sale in violation of law he is not only criminally responsible, but is liable in damages for all the injuries that come directly from the fact that he sold a forbidden article to a minor.

In many cases, however, the courts have held that where a minor brings an authentic order from some adult who had a right to buy the sale was not to a minor, who was merely the messenger. That is one thing that bears upon the case submitted.

But the main thing that bears upon it that the accident was not the direct result of the sale to the minor, even if that sale was illegal. If he minor had gotten the cartridges and had gone off with them and hurt himself, the dealer might have been liable, but he took them home and gave them to his father. The father gave them back to him, and as the result of distribution among some other boys, the accident happened. This case ought to be brought against the father, not against the dealer; the latter is not responsible at all. The same thing could have happened if the father had done the buying personally.

We make a purchase of a tank of linseed oil, the contract calling for 8,000 gallons of oil. We forwarded tank car for this linseed oil to be loaded in, and instead of loading only 8,000 gallons, the tank was loaded with 8,100 gallons.

The price of linseed oil advanced over our contract price, and we refused to pay the shippers over our contract price for the entire tank. The shippers claim that we should pay the contract price for 8,000 gallons and for the additional 100 gallons we should pay the advance, or the market price on the date of shipment. We did not authorize the shippers to ship us the extra 100 gallons, and they did so of their own accord. According to custom of the trade, are we liable for the additional price on the excess quantity shipped over contract?

A great many manufacturers and jobbers print on their letterheads some wording like this: "All quotations subject to change without notice." The law doesn't pay much attention to these stereotyped phrases, and if the offer in the letter was definite and complete, the above wording will not be allowed to detract from it. Of course a man who is quoting a price on merchandise by mail can always make such quotations subject to market changes if he wishes to, but the chance is he will get few people to deal with him on such an indefinite basis. All he would need to do is to add a last paragraph to the letter itself, as follows:

This quotation is conditional upon the goods not being sold or the price having advanced prior to the receipt of your acceptance.

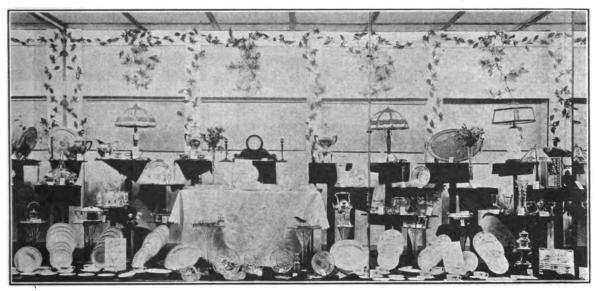
If the Chicago manufacturer in the cited case had put this in his letter, my correspondent would have no case, because he would have had notice that as to this particular offer there were two chances that his acceptance might not get through—the first that the goods might be sold and the second that the price might have advanced, either or both before the acceptance was received. In the above case he only had notice of one contingency, and that not having occurred, I believe the seller is bound.

I need hardly add that the seller's plea that "the quotation was a mistake" will not help him any.

It is getting to be a common thing for a seller who quotes by mail, to put in his letter, "subject to confirmation." This is often used so as to afford another loophole in case the seller wishes to lie down. Of course, in very many cases it is used for perfectly legitimate reasons. In one case submitted to me recently. two parties had made a contract for futures which contained the words "subject to confirm-The order was sent on to the seller, who admitted receiving it, but it was never formally confirmed, and when the market later advanced, the seller tried to back out, on the ground that the order was not in force because it had never been confirmed. The buyer proved, however, that the same seller had accepted several orders from him, all containing "subject to confirmation," without ever actually confirming the order after receiving it, so the court held that by his course of dealing, the seller had waived his requirement.

We like the "Hardware World" very much and consider it one of the most interesting trade papers that is brought to our notice, and if such is the fact from a manufacturer's view point, it surely must be more so from the standpoint of the jobber and dealer.

> STANLEY RULE & LEVEL CO., New Britain, Connecticut.



Whether it is effective advertising, or attractive Wind w displays, the ability of C. B. Hunt, who has charge

of this department for Pettee's, Oklahoma City, O dahoma, is everywhere recognized.

Mr. Hunt is a well posted man, you would know it if you would ever go in their institution. He seems to have the knack of knowing not only how it should be done, but of doing it, and doing it effectively.

Here is a display of China, Glassware and house furnishings that would never fail to arrest the attention of

passers-by, either sex, but particularly does it appeal to the women folk, for there is nothing that a woman loves so well as an attractive dinner service.

The background used were sliding doors with autumn leave trimmings around each panel. Next to these, pedestals displaying Service Trays, Lamps and Percolators, give sufficient light and background to form a pleasing contrast to the China, glass and silver vare display in the foreground.

As practically every merchant handles China, glassware and silverware and house furnishings, right from his constructions are displayed by many displays be made.

own stock, can such displays be made.

Mr. Hunt tells us that in his opinion Window Display advertising is absolutely the best for retail stores, for

immediately a display is put in sales begin.

They change their windows once a week, some times a portion of them two or three times a week. They get people in the habit of passing by to see what "Pettee is showing." Some of their displays they hear customers speak of for two years after they have been used. Perhaps they may not remember the exact description of the article they saw, but it appealed to them so strongly that it remained in their memory so that when they needed that particular article they knew just where they had seen it.

#### "IF"

#### (With Apologies to Kipling)

If you can win a husband without trying, And make him think that He's the prize not you;

If you can trust him when you know he's lying,

And never let him know you knew;

If you can wait, and wait, and keep on waiting, And greet him, when he comes, with smiling eyes.

And listen to the old equivocating,

And never say too much, or look too wise-

If you can love him, minus shave or collar, If you can cook when cooking's not your aim, If you can coax for every single dollar,

And go on being "grateful" just the same; If you can hear the earnest words you've spoken,

Twisted to make them sound inane, absurd, Or see your dearest hopes and idols broken, And never, never say a single word;

If you can make one heap of your illusions,

And risk them on One Man—to stand or fall— And finding all your fairest dreams delusions, Can still declare that He was worth them all;

If you can force your heart and nerve and sinew To keep a smiling face until the end,

And never show what thoughts are seething in

And seem to feel the joy that you pretend-

If you can have your "say"—and then keep Quiet,

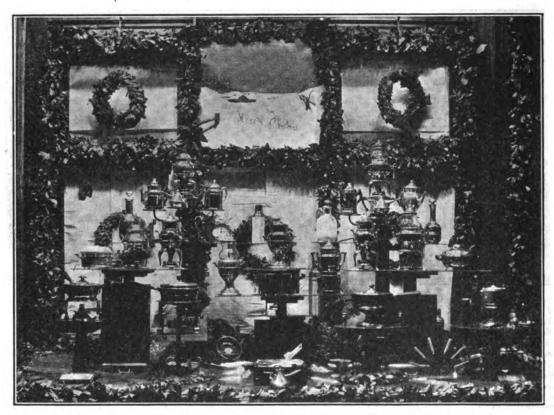
And never lose your gentle little "touch," If you can hide his weakness or deny it,

And other men don't interest you much; If you can spend each day and hour and min-

In pleasing him, and never make a blunder, Well, matrimony's yours—for all there's in it, And—what is more—my girl, you'll be a Wonder!

The Graham Hardware Co., Wynne, Arkansas, have been incorporated with a capital stock of \$10,000. They also handle implements.

Retail Selling Prices in This Issue Are Revised Up to the Time of Going to Press.



Here is another successful Window that was put on last Christmas by W. L. Fulton, for the Manchester Hardware Company, Manchester, N. H.

It is a display that makes instant appeal, especially at Christmas time to every member of the household. Men are proverbially lacking in knowledge as to what to get for "her," and it needs just such suggestions of useful articles as that shown in the display.

In New Hampshire and the Northern states the snow scene at the top perhaps need not be utilized for it is in

daily evidence, but in the South a representation of the winter scene is sure to awaken memories, or suggest how nice it would be to spend a "White" Christmas in the North.

With the useful article that every hardware merchant carries in stock such displays are sure to be effective at

this season of the year.

#### WINDOW DISPLAY SUGGESTIONS FOR SMALL MERCHANTS

American people are "strong" for "variety," and the merchant who learns to appreciate the fact, is learning soemthing that will put money into his bank account.

One of the best methods of meeting competition is to follow out the variety idea by changing your window displays often.

This gives your business an air of progressiveness and liveliness. Keep this up. It will be well to use as much originality as possible.

One should try to carry out a definite schedule, changing the windows "every so often." It means lots of work, but persistence pays. No degree of success in window display advertising can be accomplished without "constantly keeping at it."

#### Even Simplest Displays Help.

If you are anxious to put in a hardware display, just stop what you are doing, and go ahead with one. It may be a very simple display, but don't let that stop you. If it is even nothing but a well-lettered card in the window with the words on it "Hardware Specialties," and some pots and pans around it, there will be some advantages to it.

Another simple idea will be to run a string or wire directly across the window and fasten various hardware articles to it at different points along the string or wire - a wrench, measuring tape, knife, chisel, hammer, etc. Also always show prices.

You can make that "window trim" in ten minutes.

One man said, "I am going to do that tomorrow."

The other man said, "I did that yesterday." And in these two sentences were written the life stories of the two men.

I read every issue of the HARDWARE WORLD and like it immensely. B. CHRISTIANSON,

South Dakota.

Larson Hardware Co.





Here is a California merchant's unusual hunting display. This was made by George M. Harris of Pomona, Cal.

It is such a scene as one would witness in the tules in many sections of the far West at this time.

It arouses the hunting blood and makes instant appeal to the sportsman. It resulted in many sales for this enterprising merchant.

### STANLEY WORKS' EMPLOYEES DOING THEIR BIT

More than one hundred employees of the Stanley Works have left their positions to fight for Uncle Sam. They have gone with the National Guard, Officers' Reserve Camps, the new National Army, Navy, Ambulance Corps, and some, who for physical reasons were not accepted in other divisions, have entered the Government Munition Inspection Service.

Those employees who still remain at their regular work are doing everything that they can to back up their boys. Under the auspices of the Stanley Club a weekly letter on office and factory happenings is being sent to each former employee now in the Government service. Recently an entertainment was given for a fund to buy tobacco for Stanley Works' soldiers.

An average of one hundred girls employed in the office do Red Cross work one evening a week. They do this work in the office and the company supplies them with supper.

A fund has just been raised among the employees of the Stanley Works to purchase a complete ambulance equipment and present it to the Government, and one of the men now working in the cold rolled steel mill has volunteered to drive it.

For both the first and second Liberty Loans

the company has sold bonds to its employees for weekly payments extending over a year. On this basis over \$100,000 worth of bonds were subscribed to for each loan, or an average of about \$40 worth of bonds for each Stanley Works' employee.

The Coquille Hardware Co. are having new building erected for them at Coquille, Oregon, which will give them facilities for carrying an increased stock.

F. E. Hague's Pioneer Hardware Store at Marshfield, Oregon, has absorbed the Sumner Hardware Co. Mr. Sumner will be employed by Mr. Hague. A new building will be occupied by the company as soon as it is finished.

J. Korber & Co., Albuquerque, New Mexico, have found it necessary to increase their store and display facilities and are planning for a big year's business in 1918.

#### READS THE HARDWARE WORLD TO KEEP IN THE GAME ...

While I am in the general merchandise business in Indiana, yet I still read the "Hardware World," and I certainly want to keep in the game, because I expect to continue to handle a little hardware stock, and perhaps get into it bigger in the future. C. M. STUDEBAKER. Indiana.



## Things I Have Noticed in a Hardware Store

HAVE noticed that when the salesman makes me a present of a screw or of a bolt some very small article that fits a very great need just then-my feet have a strange inclination to take the trail which leads to that particular store, whenever the mind says, "Hardware."

I have been wondering if that particular screw, or bolt, was magnetized, and I have concluded that it was-that a little of the magnetism of human kindness was attached to it and that it affected my heart and made it warm toward that particular salesman. So I go down and spend five dollars with him instead of handing it in to the big store across the street. This is what we call human nature, and the salesman who understands human natures holds his customers. Two things make a good clerk—he must understand human nature, and he must understand hardware.

#### A Kindly Greeting Worth While.

I have noticed when I go into a hardware store, and every clerk is busy, that if some salesman looks at me, and smiles, and says: "I will be with you in a few minutes"; the waiting time never seems long. I seem to read the mind of that salesman; he is as anxious to serve me as I am to be served; when my turn comes he will give me attention, and as careful service as would be mine if I were the only customer of the day.

When a salesman looks at me in a disagreeable way, as though he said to himself: "Why will people persist in crowding in and making us work so hard?" my feet instinctively turn toward the door, and I rebel against any such thing as a waiting time. This is human nature again for you.

#### Truth in Selling.

I have noticed that when a salesman places a higher value upon truth than he does upon making a sale I hark back with great content to his abiding place, and say: "John, which make of saw shall I buy?" or: "John, had I better pay five dollars or ten dollars for a lawn mower? Which will be the cheaper in the end?"

The man who saves you money is the man whom you stick to, and swear by. human nature again.

#### All Appreciate "Being Human."

I have also noted that when a salesman takes a little personal interest in me; when he asks how my potato crop is coming on, or remarks that he read my last article in the Daily Scribbler, my heart warms to him, and there begins to be a reciprocity of interest and feeling, and his interests begin to interest me. God has made most people responsive—this also is human nature.

Great is the wisdom of the salesman who understands human nature. When the rain is falling his customers seek his sunshine, and in time of drouth they gather to hear his optimistic predictions of rain. He makes the desires, and hopes, and plans of his customers, his own; they, in return, make his sales their purchases.



#### LIVE WESTERN MERCHANTS

Drissler & Albright, South Bend, Wash., have been in business about twenty years, and carry a stock aggregating \$20,000. They draw trade from a radius of thirty miles. They specialize in loggers' supplies, boat fittings, mechanics' tools, and carry the regular lines of hardware, doing considerable business in doors, windows, piping and garden tools.

They pay close attention to their customers, and are energetic and progressive merchants. They have no complaint to make as to the business they are doing or the outlook generally.

In the photo herewith M. F. Albright is shown standing, and Mr. Frank Heath, chief clerk, is back of the counter near the cash register.

The Myrtle Hardware Store at Monrovia, Cal., are having their store building rearranged, and are adding materially to the appearance of it, making a number of improvements, which were necessary on account of their increased business.

Harter & Ramsey, who recently purchased the Cameron Hardware stock at Redlands. Cal., have purchased the Central Hardware store at Hollywood.

The Nogales Hardware & Furniture Co., Nogales, Arizona, of which Mr. Loos is president and general manager, reports a most excellent season's business. In addition to hardware and furniture lines they also handle implements and wagons.

#### SOM MINING

"Well, Rastus, I hear you are working What business are you engaged in!"

"I'se done be engaged in de mining busi-

ness, sah?"
"What kind of mining are you doing, gold, silver, or diamond?"

"I'se doing kalsomining, sah."

#### PISTOLS AND PREPAREDNESS

(By Dr. Paul S. Jenkins in Outer's Book, Chicago, Sept., 1917)

The New York publication of the legal profession, "Law Notes"—Edward Thompson Company, Northport, Long Island, publishers—printed in its May issue an editorial with the above title that was so much to the point and so refreshing a change from much that has been inflicted on the reading public that we deem it a privilege to give it the added circulation of reprinting it for the benefit of our readers. Its words, entirely unaltered, were as follows:

"In several states there has been some agitation for the enactment of a law prohibiting the possession of pistols or revolvers, and in Kansas a bill to that effect has been introduced. The argument in favor of such a measure is that a person in possession of a weapon is liable on occasion to use it in a rash and unlawful manner.

"This is precisely the argument advanced by the opponents of national military preparedness, and in that application its fallacy has been exposed by the logic of recent events. Disarmament does not prevent war. It encourages the incursion of the predatory and sends the sons of the deluded nation out empty-handed to defend their homes.

"Just so, on a smaller scale, these anti-pistol acts might well be termed laws for the protection of the lawless. New York has had such a law for years, yet "Gyp the Blood" and his like have no difficulty in obtaining a gun when they need it. The criminal who is risking the gallows or the penitentiary laughs at the added penalty of the anti-pistol act, and laughs again when he thinks that it probably insures that his intended victim will be unarmed and help-less.

"If every householder had a good weapon and was trained to use it, burglary and its attendant crimes would decrease rapidly. If the present national crisis teaches us to put a quietus on the misguided individuals who are injecting the serum of milk-and-water into our national blood, it will have served a good purpose."

We wish to know who wrote those words—we'd like to take off our hat to him! Mentally, we've placed him in our private Hall of Fame. Legal Section, along with Moorfield Storey of Boston (author of the great Storr Lectures. Yale Law School, 1911, on "The Reform of Legal Procedure").

For the fact is, the whole argument in the case of anti-firearms legislation—and, for that matter, the anti-preparedness crowd as well—is in the quoted words, and condensed into the simplest terms. We rejoice to find an instance of "the judicial type of mind" so alive to the dictates of common sense as to hold the views contained in those eight sentences.

It's dying out rapidly today, of course, under the influence of the spreading realization of the world's deadly peril from the German hydrophobia, but there has been as much "rot" talked in America on the anti-firearms proposition as on any subject within our memory. We heard a certain eminent scholar—for whom, until that time we had always had the profoundest respect—address a so-called "peace meeting" in the words:

"The case for Peace is very simple. Firearms kill people. Therefore let all the governments in the world unite to prohibit the manufacture of firearms in every form forever—and there will be no more wars, and Peace will have come to stay!"

And the man really believed it! (We wonder what he thought when it was later discovered that the whole so-called "peace meeting" was in reality gotten up by pro-German propagandists in the hope of bringing influence to bear to keep the United States out of the war!) But the said scholar might precisely as well have said: "Hundreds of people are killed every year by automobiles; therefore, in the interests of the preservation of human life, let us prohibit the automobile forever!" He might as well have said: "Hundreds of people are drowned every year; therefore, to prevent this, let us prohibit the practice of swimming!" It never occurred to him to say: "Teach people how to swim; teach people to handle automobiles intelligently; teach our youth the use and care of firearms, and you will reduce these dangers to human life to the minimum!"

If the criminal knew that the chances were that the intended object of his attack—assault, robbery, burglary, what-not—was armed and was thoroughly capable of prompt and effective self-defense, how long would he hesitate before committing his contemplated act of violence? How long? He'd "beat it" in the opposite direction as fast and as far as legs and wind would let him!

Personally, we have cultivated the firearms hobby as almost our only form of recreation for over thirty years. We have probably fired far over 50,000 shots in that time, with every kind of firearm we could lay hands on. Precisely twice in those thirty years has the emergency hour arisen when nothing skilled and instant readiness with firearms would avail to defend one's person or that of another. In one case we found a man breaking into our house in the middle of the night; but the muzzle of a shotgun at his head reduced him to submission, and the police identified him as a maniac escaped from an asylum for the criminal insane! Nice chance we'd have had for immunity from his intentions if it had not been for that gun, wouldn't we? The other case was that of a woman hurrying home late one night and attacked at a secluded spot by a drunken brute. We heard her scream, and in a mighty few seconds had the villain covered by our biggest revolver—just as he had his own gun half-way out of his hip-pocket! And we have reflected innumerable times since on the comment of the good Irish policeman to whom we presently told the story and who remarked: "Well, sorr—if there was more gintlemen as handy-like with a gun as yerself, there'd be none of this divil's work goin' on in this counthry!" In that hour we rejoiced for every bit of our years-long devotion to the recreation of skill with firearms. It was worth all it cost, for the sake of happening to be prepared and "quick on the draw" right then and there!

Has the reader ever stopped to think what has kept Switzerland from attack, invasion and ruin in the present war? The Swiss themselves attribute it to this, that at the last great Swiss maneuvers before the war the German Emperor, an invited guest, looked on, and remarked: "A fine display; But of course, we of Germany could at any day send across your border just twice as many men as your entire army!" To which the Swiss general to whom the comment was addressed answered: "In the case, Your Highness, each of our men would have to use two cartridges!"

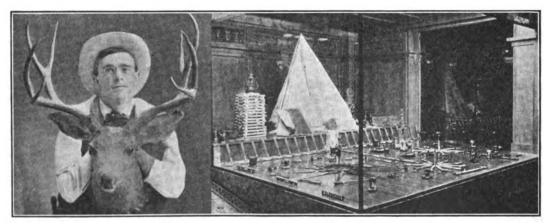
Remember!—Adequate Preparedness spells Immunity!—and nothing else does!

## THE KNOCKERS By Edgar A. Guest.

I know he must be doing well,
I know he's getting on;
His work has now begun to tell,
His struggle time has gone;
He now has passed the dreary days,
The lonesome ones and grim,
And now is treading better ways,
For folks are knocking him.

His skill has caught the eye of men,
His worth is seen at last;
He's left the throng that knew him when
His skies were overcast.
He's won the laurel for his brow
By toil and pluck and vim,
And he is doing real work now,
For folks are knocking him.

The Knocker is a curious cuss;
He never starts to whine
Or fling his envious darts at us
Until our work is fine.
It's only men with skill to do
Real work he tries to block,
And so congratulations to
The man that knockers knock.



#### THE WINDOW AND THE MAN WHO DID IT

George P. Jackson, who is connected with the Central Commercial Co., Inc., Kingman, Arizona, sends us a photo of a mining supply window, which he designed and installed for the above company, which he says was a business getter for them.

Business in all the mining districts throughout the West, especially in Arizona, has been unusually good, and Arizona's enterprising merchants are making the most of the opportunities that come to them. All mining districts are very prosperous.

The Van Dieson Hardware Co. are successors to Van Gieson & Collins at Braman, Oklahoma.

Ed Nolan and E. F. Brickley are now in charge of the J. J. O'Neil hardware business at Yreka, Cal., Mr. O'Neil having moved to Santa Cruz, Cal., where he is engaged in the paper and pulp business. P. M. Engelhart has sold his stock to S. J. Davidson at Waubay, South Dakota.

The Baker Hardware & Implement Co. are successors to the Granbury Buggy & Harness Co. at Granbury, Texas.

The Holgate-Enderson Hardware Co. has been incorporated at Brownfield, Texas, with a capital stock of \$10,000.

#### SUBTRACTION

"Now, in order to subtract," the teacher explained, "things have always to be of the same denomination. For instance, we couldn't take three apples from four pears, nor six horses from nine dogs."

"Teacher!" shouted a small boy, "you can take four quarts of milk from three cows."



#### COMING CONVENTIONS

Oklahoma Retail Hardware Association Convention, Oklahoma City, Dec. 4, 5, 6, 1917. W. B. Porch, sec-

retary, Oklahoma City.
Western Retail Implement, Vehicle and Hardware
Association Convention, Kansas City, Mo., Jan. 15, 16,
17, 1918. H. J. Hodge, secretary, Abilene, Kan.
Pacific Northwest Hardware and Implement Asso-

ciation Convention, Spokane, Jan. 16, 17, 18, 1918. E. E. Lucas, secretary, Hutton Building, Spokane, Wash.

Mountain States Hardware and Implement Association Convention, Adams Hotel, Denver, Colo., Jan. 22, 23, 24, 1918. W. W. McAllister, secretary-treasurer, 23, 24, 1918. Boulder, Colo.

Texas Hardware and Implement Association Convention and Exhibition, San Antonio, Jan. 22, 23, 24, 1918. A. M. Cox, secretary, Laredo.

Indiana Retail Hardware Association Convention,

Indianapolis, Jan. 29, 30, 31, and Feb. 1, 1918. M. L.

Cory, Secretary, Argos.

Nebraska Retail Hardware Association Convention,
Lincoln, Feb. 5, 6, 7, 8, 1918. Nathan Roberts, secre-

tary, Lincoln.
Wisconsin Retail Hardware Association Convention,
Milwaukee, Feb. 6, 7, 8, 1918. P. J. Jacobs, secretary, Stevens Point.

Iowa Retail Hardware Association Convention and Exhibition, Des Moines, Feb. 12, 13, 14, 15, 1918. A.

R. Sale, secretary, Mason City.
Pennsylvania and Atlantic Seaboard Hardware Association and the New York State Retail Hardware Association Joint Annual Convention and Exhibition, New York City, Feb. 12, 13, 14, 15, 1918. Headquar-ters, Hotel Astor, for both associations. Exhibition in Madison Square Garden. W. P. Lewis, Huntington, Pa., secretary-treasurer Pennsylvania and Atlantic Seaboard Hardware Association, and John B. Foley, City Bank Building, Syracuse, N. Y., secretary, New York State Retail Hardware Association.

Michigan Retail Hardware Association Convention, Saginaw, Feb. 12, 13, 14, 15, 1918. Arthur Scott, secretary, Marine City.

North Dakota Retail Hardware Association Convention, Grand Forks, Feb. 13, 14, 15, 1918. C. N. Barnes, secretary, Grand Forks.

Illinois Retail Hardware Association Convention, Hotel Sherman, Chicago, Feb. 19, 20, 21, 1918. L. D.

Nish, secretary, Elgin.

Minnesota Retail Hardware Association Convention,
St. Paul, Feb. 19, 20, 21, 22, 1918. H. O. Roberts, sec-

retary, Metropolitan Life Building, Minneapolis.
Ohio Retail Hardware Association Convention, Columbus, Feb. 19, 20, 21, 22, 1918. James B. Carson,

secretary, Dayton. South Dakota Retail Hardware Association Convention, Mitchell, Feb. 25, 26, 27, 28, 1918. F. J. Shepard, secretary, Mitchell.

The Paris Hardware Co., Paris, Texas, has been incorporated with a capital stock of \$30,000 by F. K. Harver, C. F. Davis and H. Starks.

Rutherford and Newman have disposed of their plumbing shop at King City, Cal., to Irving Kelly, formerly of Brookdale, Cal.

#### RENEW BECAUSE SO GOOD.

Enclosed find our renewal of subscription for three years. When we first subscribed for the "Hardware World" it was because it was so reasonable in price, and we are now renewing our subscription because it is so good, and because we consider it the best paper on hardware subjects that is published.

TINTIC MERCANTILE CO., Utah.

## DETROIT

## **AUTOMATIC** HARDWARE SCALE

A Machine that Automatically pays for itself in the saving of time and overweight.

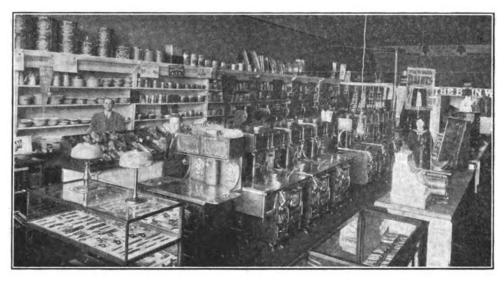


It tells instantly and Automatically the Weight, Price and Value of any commodity placed on the platform

Sold for Cash or on Easy Monthly Payments

"Ask Us About It"

Detroit Automatic Scale Co. Detroit, Michigan



#### LIVE OREGON MERCHANTS

Among the enterprising merchants of the Pacific Northwest, who stand well with their customers, as well as with the manufacturers and jobbers are Craven & Huff Hardware Co., Independence, Oregon. In the snap shot herewith Mr. W. E. Craven is back of the counter, while W. M. Huff is shown standing near the line of stoves. Miss Florence Boaling, the bookkeeper, is likewise shown in the photo.

They carry a stock amounting to some

\$12,000 to \$15,000 and carry full lines of hardware and implements, which include the P & O line. They draw trade from a radius of fifteen to twenty miles around. As side lines they are selling oils, auto supplies and some saddlery goods.

The estate of H. E. Wilder of Vallejo, Cal., report a very busy season, and they are preparing for a busy year in 1918. They carry full lines of hardware, paints, oils, and do a general business in plumbing, tinning and sheet metal work.



## BRIER HILL STEEL CO.

OF CALIFORNIA



## STEEL SHEETS

**ALL KINDS** 

## Stock or Mill Shipments

Mills at Youngstown Ohio WRITE FOR PRICES
WE WILL DO THE REST

Mills at Niles Ohio

Large Stock in San Francisco

359-365 MONADNOCK BUILDING, SAN FRANCISCO

## UNIVERSAL

## SERVICEABLE GIFTS. FOR SENSIBLE PEOPLE

Every Christmas, but particularly in war times, the utility of a gift as well as its appearance should be most carefully considered. National economy demands careful expenditure of money and careful selection of gifts. This year your trade will seek those articles which perform a practical service and which are not only certain of appreciation at holiday time, but which



UNIVERSAL Electric Toaster No. E946 \$5.00



UNIVERSAL Electric Chafing Dish No. E940 \$18.00 Others from \$13.00 upward



Percolator
No. 9644, \$11.50
Others from \$8.00
upward UNIVERSAL Cafenoira No. 14, \$5.00 Other Styles



UNIVERSAL Electric Four-Heat Grill No. E984—\$7.50

#### Make a Merry Christmas Last the Whole Year Through

The UNIVERSAL line is the best solution of gift problems. Those whose idea is not to waste money on useless articles but to give gifts of beauty, service and value turn quickly and confidently to the UNIVERSAL line.

Now is the logical time to launch a big drive for holiday business. Make window and counter displays of UNIVERSAL goods featuring the serviceable gift idea and make this Christmas the supreme selling season of your business career.

**UNIVERSAL** 

Landers, Frary

& Clark

New Britain, Conn.

Pacific Coast Office

150 Post St., San Francisco



Percolator No. 1487 17 Cups—\$15.50 Other Styles \$13.25 and



UNIVERSAL Bread Maker 4—6 Loaves—\$
Made in 4 sizes,
\$2.00 to \$3.50 -83.00



UNIVERSAL Bottles \$2.00 to \$6.00



UNIVERSAL Food Chopper No. 1, \$1.65 Others \$1.35 to \$2.75



UNIVERSAL Trivet Tray No. 85530-\$8.40



Carvers, Pearl Handles, No. 742 Other Carvers from \$3.00 per set upward



UNIVERSAL
Bean Pot No. 87416
Silver Plated—\$6.30
Others from \$3.50 upward

## Paint Oil and Varnish

### CONSTRUCTIVE SALES POLICY FOR MERCHANTS

Although John Lucas & Co.'s headquarters are in that "cradle of liberty," Philadelphia, the home of many patriotic manufacturers, it is not altogether patriotism that actuates them in undertaking to help the retail merchants solve their selling problems, and increase their business.

Neither would they claim such to be the case, but nevertheless they are entitled to the thanks of the retail merchants for what they have undertaken, and with the proper spirit of co-operation.

There is not a retail merchant, but who would be benefited, and would get some ideas and suggestions from what these manufacturers

are doing.

Briefly stated, they are endeavoring to teach the retail merchants the science of retail success, and with that end in view some time ago they began an investigation as to the why of such a large percent of the failures among retail merchants.

They are issuing a book entitled 100% Retail Selling, which embodies the results of their investigations, and it applies to merchants in every line. It records the actual facts and figures in many cases; it gives illustrations that will help the retail merchant to diagnose his own case, and prove the truth of what they say.

Ernest T. Trigg, the vice-president and general manager, has devoted a great deal of time and thought to the work, in which he is assisted by their force of salesmen and employes, and generously sends representatives to consult with the merchant upon the problems affecting him.

We shall have more to say of what they are doing in a subsequent issue, and refer to the work that they are doing, but we simply want to suggest to our readers in this brief message that they get in touch with John Lucas & Co., and ask for these plans, which are freely offered, and which cannot help but prove beneficial to every merchant, no matter how efficient his methods may appear to himself.

Drowning your troubles is easy to try,
But I fear your chances are slim,
For you'll discover as time loiters
That your pesky old troubles can swim.

#### FACTS BRIEFLY STATED

As paint pigments, Silica and Flake Graphite are absolutely unchangeable. Paints made with these pigments possess the greatest possible durability, films remaining elastic after years of service.

No chemical action can occur between the pigment and the vehicle. Graphite is the most water-repellent pigment known, and paints made with it are the best water excluders, thus

preventing corrosion.

Because of the unctuous quality of the graphite, the paint is easily applied, thus insuring good work, and good work is as important as good paint.

#### HOW DO YOU FIGURE!

Do you divide the years of service into the cost of paint, plus the cost of labor? If so, you have the correct method of figuring the

yearly cost of paint protection.

If you have metal surfaces or any exposed surfaces, whether of metal or wood, to repaint, it will be worth your while to purchase Dixon's Silica Graphite Paint because the longer service and better quality of Dixon's Paint are worth a great deal more than a few cents per gallon.

The careful and cautious user of paint will appreciate this fact. For over fifty years the slogan and standard of the Dixon Co. in the matter of paint has been "the best and one grade only." If anyone is looking for a low-priced paint and does not care about quality and long service, the Dixon Co. has nothing for him; but if he desires quality and long service, Dixon's Silica-Graphite Paint is the best for him.

Write the Joseph Dixon Crucible Co., Jersey City, New Jersey, and watch Dixon's house organ, Graphite, for long service records.

All the Gore in the Senate is opposed to bloodshed, but it takes Weeks to do things there.

It would be a great gain to civilization if every child were taught to know the rights of others, to respect the rights of others, and to improve opportunities. They are not easy lessons, and they are sadly neglected in most college courses.

#### JUST HORSE SENSE

When somebody offers you twice as much as the regular price to do a certain job, you may be sure that it is a mighty hard job!

Think of this when you are told what a "splendid profit" some unknown, because unadvertised, brand gives you. You will have to work hard to get rid of it—if you ever do. You will probably, finally, have to cut the price down.

Your customers know the advertised brands. They have known them for years—sold them

These advertised brands please your customers—they "repeat" and "repeat"—they give you quick turnovers.

And quick turnovers are the life-blood of

your business.

Stick to your Old Reliable, Advertised brands!

#### CAN ANY ONE TELL!

When the English tongue we speak Why is "break" not rhymed with "freak"? Will you tell me why it's true We say "sew," but likewise "few"; And the fashioner of verse Cannot cap his "horse" with "worse"! "Cow" is cow, but "low" is low. "Shoe" is never rhymed with "foe." Think of "hose" and "dose" and "lose";
And of "goose" and also "choose."
Think of "comb" and "tomb" and "bomb";
"Poll" and "roll," and "home" and ''some' And since "pay" is rhymed with "say,"
Why not "paid" with "said," I pray?
We have "blood" and "food" and "good"; "Mould" is not pronounced like "could." Wherefore "done," but "gone" and "lone"?

I want to receive the HARDWARE WORLD regu-: larly each month. It is a great aid to me in my : business. A. R. NEWPORT, Illinois.

Is there any reason known?

PAINTS + STAINS + ENAMELS

The complete, compact, distinctive line in handy household cans—full-size, full-measure. ESTATIS 15 CENTS—no larger sizes. Big Value for user; Big Profit for You. A popular seller with Hardware trade. Assortments contain all 29 colors; Display matter included.

Dealer's Assortment (30 Doz.)....\$22.00

Jobber's Assortment (12 Doz.)....\$12.80

Open Stock, all colors, per gross......\$14.40

2% Freight allowance, F. O. B. N. Y., 2% Cash.

Write for Color Card, Circular and Booklet

#### Makitaur Pront Mrs. Cai

169-173 Second Ave., BROOKLYN---NEW YORK Townley Metal & Hdwe. Co., Kansas City, Mo. Pacific Wooden Ware & Paper Co., Oakland, Cal.

## PAINT BRUSHES

are selling so rapidly that our factories—the largest in the world—are taxed to the utmost. But no matter how great the demand may be we will never sacrifice for mere volume, one single detail in the superior quality which gave RUBBERSET Brushes

#### The Gold Medal

highest award for brushes at the Panama-Pacific Exposition

This award proves RUBBERSET best. Are you pushing the best and best selling brushes?

#### RUBBERSET COMPANY

(R. &. C. H. T. CO., Props.)

Factories -Newark, N. J.

Pacific Coast Branch, 682 Mission Street San Francisco, Cal.

Full Toilet Brush Line Carried at San Fran-cisco Branch.. Write for Prices, Catalog, Etc., on Shaving and Paint Brushes



RUBBERSET CO



THE OTHER FELLOW'S SIDE
When you're forming your opinions
Do it carefully—go slow—
Hasty judgments oft are followed
By regretting—that I know—
And in argument, be careful—
Not too quickly to deride—
Try to look upon the subject
From the other fellow's side.

Ah, if you would use but caution,
And a little less of self!
Think a little more of kindness
And a little less of pelf,
Try to help the other fellow
Not to hurt him—don't you see
How much fairer, brighter, better
This old world of ours would be!

O'er and often I've discovered
That the other fellow knew
Lots of things about some subjects
Which I didn't think were true;
And I'd still be groping vainly,
In my flick'ring light and dim,
If I hadn't hesitated
While I hearkened unto him.

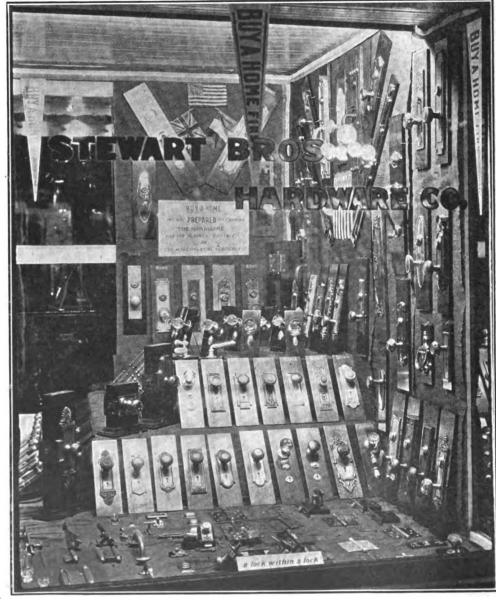
Keep the path your mind would travel,
Broad and open all the way;
Walk with Wisdom's comrade—Caution—
Heeding all he has to say;
And no matter what arises,
Ere against it you have cried,
Try to look upon the subject
From the other fellow's side.

Stewart Bros. Hardware Company of Memphis never lose an opportunity to co-operate in every civic matter, which will promote the welfare of their community.

Here is a photo of a window display published in our September issue, which was awarded a prize for the best display in The Buy A Home Campaign recently conducted there.

They had a special object in wanting to show various designs of hardware trim they could furnish in this campaign.

Scott Carpenter, who has since enlisted in the Second Tennessee Volunteers, was responsible for their attractive windows. They



are enterprising merchants and needless to say they read the "HARDWARE WORLD" religiously.







E. E. BROWN

Western Representative Crew-Levick Co.

In keeping with their policy to render close co-operation with the jobbing trade, about a year ago Crew-Levick Co. established a Pacific Coast branch at San Francisco, and selected as their representative E. E. Brown, a thoroughly well informed and capable man, who has been identified with the automobile and accessory game for a number of years.

game for a number of years.

Mr. Brown enjoys a wide acc

Mr. Brown enjoys a wide acquaintance, and stands well with the trade. In carrying out the sales policy of the Crew-Levick Co. they have secured some most excellent jobbing accounts, among whom are the Pacific Hardware & Steel Co., Seattle Hardware Co., Strevell Patterson Hardware Co. and others. To have such connections is likewise a high compliment to the merits of their products.

Russia has no standing army. When it isn't pushing ahead, it is backing up.

#### THE DECIDING PLAY OF MY LIFE

When I first went to work as a youngster in my teens, I had a theory about the proper way to get ahead. My scheme was to approach each task, no matter how small, with the idea that it might possibly be the thing which would determine my whole future.

To illustrate: A few years ago there was a baseball team which came within half a game of winning the pennant in one of the big leagues. The race was so close during the last dozen games that every player strained to his utmost. One more safe hit at a critical point might have turned the trick. Now, this one more hit might just as well have been obtained earlier in the season.

There doubtless were many occasions when just a little more intelligent playing might have won an additional game, and that additional game, carried along to the team's credit until the end of the season, might have meant the championship. The trouble was that each player did not regard each and every play throughout the season as the deciding play.

I must have had it in mind that each little thing I was assigned to might be a deciding play. I frankly assumed that anything done a little better than some other fellow did it might, perhaps, bring its reward in the form of promotion. Not knowing which task might attract attention to me, I simply tried to play safe and do each thing with as much thoroughness as I could, never doubting that sooner or later somebody would take notice. The point was that I had to get ahead, and it was simply a question of doing the little things as they should be done-better, if possible, than someone else was doing them. Maybe this was merely following the line of least resistance. doing the work in a way that would not bring a "call-down" from the boss, but it sort of grew into a habit. Any young fellow will find it just as easy to acquire good habits as poor ones.—Thos. E. Wilson in "American."



#### AND

## What It Means to You, Mr. Dealer

For 25 years G & J Tires have stood for dependability in tire service—dependability that has been the standard for all tires from the days of the old high-wheeled bicycles to the twin-six of today.

G & J Tires are satisfactory tires to sell, and the dealer who handles them is the dealer who has the best interests of his customer at heart.

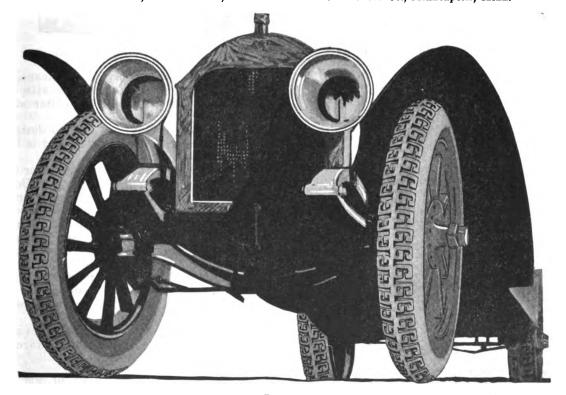
Motorists everywhere, in increasing numbers, know that they cannot go wrong on G & J Tires.

And, Mr. Dealer, you are safeguarding your own bank account, your business future and your profits when you sell the tire with the name behind it—the G & J Tire.

Why not start right in now to "look ahead" and not only hold the tire trade you've got, but increase it by selling G & J Tires?

Thomas-Ogilvie Hardware Co., Shreveport, La. J. W. Murchison & Co., Wilmington, N. C. Teague Hardware Co., Montgomery, Ala. Mitchell-Powers Hardware Co., Bristol, Va.-Tenn. Barker-Jennings Hardware Co., Lynchburg, Va. L. W. Gunby Co.. Salisbury, Md. Shannahan & Wrightson Hdwe. Co., Easton, Md. Charlottesville Hdwe. Co., Charlottesville, Va.

Chas. Leonard Hardware Co., Petersburg, Va. Harper & McIntire Co., Ottumwa, Ia.
Miller Bros. Hardware Co., Richmond, Ind.
Townley Metal & Hdwe. Co., Kansas City, Mo.
Wyeth Hardware & Mfg. Co., St. Joseph, Mo.
Frank Colladay Hardware Co., Hutchinson, Kan.
Hackett-Gates-Hurty Co., St. Paul, Minn.
Hudson-Thurber Co., Minneapolis, Minn.





#### LIVE WIRE SELLING ORGANIZATION

We doubt if a more enthusiastic or live selling organization was ever grouped in one photo than that of a portion of the Bailey-Drake Co.'s sales force shown herewith.

Reading from left to right they are R. E. Voorhees, San Francisco office; Dick Hollingsworth, Seattle office; Don E. Bailey; Paul Gardiner, Los Angeles office; Fred V. McGraw, Kansas City office,

The Bailey-Drake Co. was established in 1908 by Don E. Bailey and Edward E. Drake. At that time Mr. Drake was general sales manager for the Remington Arms-Union Metallic Cartridge Co., with head-quarters in New York, although he had previously been connected with Dunham, Carrigan & Hayden of San Francisco, and the Holley-Mason Hardware Co., Spokane, Wash. He joined the company actively in

The Bailey-Drake Co. confine their efforts exclusively to the wholesale trade, and in addition to covering the western part of the United States, they have local representatives in Honolulu, Manila, Osaka and

Sydney, through whom they cover the entire Orient.

They maintain sales offices at 149 New Montgomery Street, San Francisco; 236 Title Insurance Building, Los Angeles; the L. C. Smith Building, Seattle, and they have recently moved their Denver office to Kansas City.

Out of the Kansas City office they cover the states Out of the Kansas City office they cover the states of western Missouri, Nebraska, Kansas, Oklahoma, Texas and Colorado. Their Seattle office takes care of Washington, Idaho, Montana, British Columbia, Alberta, Saskatchewan and Manitoba. Their San Francisco office handles Northern California, Nevada and Utah, while Los Angeles office takes care of Southern California, Arizona, New Mexico and El Paso territory.

In addition to automobile accessory lines they also specialize on the jobbers of sporting goods and hard-

Mr. Bailey, accompanied by Paul Gardiner, manager of the Los Angeles office, and Mr. R. E. Voorhees, manager of the San Francisco office, Dick Hollingsworth of the Seattle office, Fred V. McGraw of the Denver office, recently visited a number of eastern factories in order to become thoroughly familiar with the methods of manufacture of the various products which they are distributing. Among the factories visited were the following:

Vlchek Tool Co., Cleveland, Ohio.

Hawthorne Mfg. Co., Bridgeport, Conn. Standard Woven Fab. Co., Walpole, Mass. Auto Parts Mfg. Co., Milwaukee, Wis. Metal Spec. Mfg. Co., Chicago, Ill. Motor Spec. Co., Waltham, Mass.

They also visited the Packard Electric Co., Warren, Ohio, manufacturers of the Packard Electric Cable, and the Tri Continental Corporation of Buffalo, New York, manufacturers of Tri-Co. Windshield Rain Rubbers, arranging to represent them throughout their territory.

They report the outlook as most encouraging.



#### TIRE-DOH WINDOW DISPLAY

The Atlas Auto Supply Co., Chicage, are furnishing to their customers an attractive Tire-Doh window display and counter stand, illustrated herewith.

The window display size of this design is 27 inches high by 42 inches wide, and is litho-

graphed in five colors.

It shows on the left a badly torn inner tube, which after being repaired with Tire-Doh is shown on the right, inflated and ready for use.

Tire-Doh can be used to repair all kinds of tears, cuts, punctures, rips and holes in rubber goods, particularly inner tubes and casings.

They claim for this product excellence of

finish and durability of construction.

The counter size of the display, which is an exact reproduction of the large design for windows, has an opening cut in the center which contains a can of Tire-Doh.

Further information will gladly be given to any of our readers by the manufacturers.

<sup>&</sup>quot;Every man has a klondike in his own brain; keep digging."

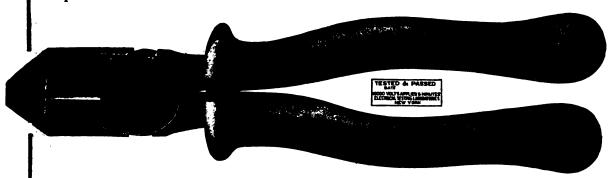


## "Rimco" Rubber Insulated Pliers

**FOR** 

## Linemen and Electricians

Heretofore, the average Insulated Plier offered to the Hardware trade has been of hard rubber Stock, which is not practical for rough usage. This PLIER will not only give the hard practical service the lineman and electrician desires, but the INSULATING compound is of such a character that it is semi-soft, not hard. Therefore the INSULATION will not crack or break when dropped on a hard surface or from the arm of a pole.



The bond of uniting the rubber compound to metal is known as the ELCHEMCO PROCESS which is fully covered by American and Foreign patents. This bond makes a permanent attachment of the rubber to the metal, and in no way is to be confused with the patent slip-on handles of semi-soft rubber, and methods of attachment to the handles of insulated pliers which are neither practical or can withstand a test for dialectric strength after hard impact.

Every pair of these PLIERS after undergoing rigid tests at our factory, are then tested and passed for 10,000 volts at the Electrical Testing Laboratories, Inc., New York City.

Inquiries Solicited from the Hardware Trade Everywhere



MANUFACTURED BY

Rubber Insulated Metals Corporation

Plainfield, New Jersey

#### STANDARD EQUIPMENT OF A1 SALES-MAN

1. Accurate knowledge. Knowledge of self, of goods, of sales methods.

2. Accurate measure. Measure of self and

abilities and possibilities.

- 3. Inlet valve for letting in new ideas and methods.
- 4. Full value stops. Full value to public, to Company and to self.
- 5. Sales register. Complete and careful records to Company weekly.
- 6. Shut off device. No wasting of time of customer and self and Company.
- 7. Expansion habit. Insures growth and ability to meet new situations.
- 8. Saturday drip pan. Catches orders that the old methods lose.

#### NEW CENTURY TIRE DISTRIBUTORS

Mr. E. Hoelle, formerly of the Sporting Goods Department of the Pacific Hardware & Steel Company of San Francisco, has organized the Hoelle Rubber Sales Company, and have taken over the business of J. H. Ahlers & Company, the Century Plainfield Tire dealers for San Francisco.

Mr. Hoelle is well experienced in Automobile Accessories, and especially Tires. He has many acquaintances in the trade, all of whom

wish him well.

## PASSING THE BUCK By Louis Schneider.

"Oho! Aha!" the merchant cried, "I almost said somebody lied. The thing is done, but allee same Each of you tries to shift the blame On someone else. I've got a hunch That not a chap in this whole bunch Can be resposible. Oh, no; It happened just to happen so.

"The thing is done; but when on Bob Some of you tried to hang the job He alibied, and said 'twas Jim. And when the thing got 'round to him, Jim said 'twas Joe; and Joe said Jack; And Jack said Bill; and Bill said Zack; And Zack said Ike—Pat bless the luck! Why must you always pass the buck!

"Now, just so far as I can see, I guess the matter's up to me. If passing of said buck don't quit I'll play the goat, and just admit That when I hired the bunch of you I played the fool; and this I'll do: I'll fire you all, and hire again, And try for pass-the-buckless men!"

#### WHAT IT MEANS NOT TO HAVE UP-TO-DATE SALESMAN'S EQUIPMENT

- 1. Money loss. Loss to Company and to self.
- 2. Time loss. Loss through missed trains, extravagance, carelessness.
- 3. Evaporation of interest. A man is interested in the thing he does well.
- 4. Under measure. To self, to public, and to Company.
- 5. Poor service. And poor service always means failure.
- 6. Costly mistakes. Mistakes that will wreck the sales machine.
- 7. Poor looks. And a man whose work looks poor, loses confidence.
- 8. Fire danger. An explosion from the Office follows such methods.—D. M. Kagay.

Before the war American rubber manufacturers were able to get crude rubber only through London, for England has always demanded that all rubber from the far eastern rubber plantations, which she controls, should be distributed from that city. But since the closing of the Suez Canal to merchant trade, as far as American shipping is concerned, all rubber destined for America has come across the Pacific ocean to our western ports. importance of this trade to these ports is shown in the \$5,000,000 worth of crude rubber business recently handled at Seattle, Washington. Recently the largest shipment of crude rubber ever consigned to an American firm came across the Pacific from Singapore to Seattle, in the steamer Louise Neilsen. This shipment consisted of 25,000 cases of plantation rubber, weighing 1875 tons, valued at nearly \$3,000,-000.

#### HEADQUARTERS FOR COTTON WASTE

The Royal Mfg. Co., Rahway, New Jersey, one of the largest manufacturers in the world of cotton waste, are pioneers of national advertising in this industry. In fact they are the only manufacturers of an absolutely standardized and guaranteed cotton waste.

In co-operating with their jobbing and sales representatives, their publicity campaign has been most comprehensive, and has created a

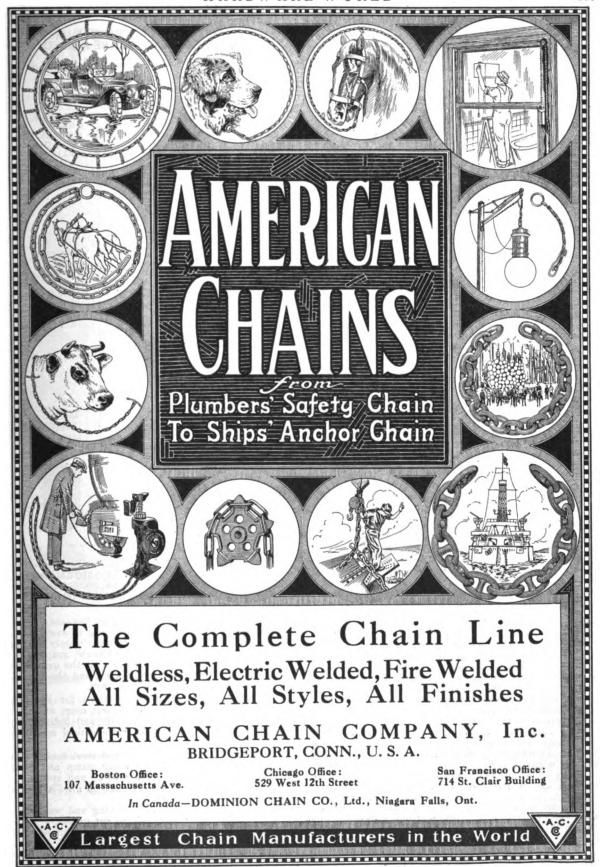
splendid demand for this product.

They will be glad to give full information to any of our readers upon request.

#### MAKES GOOD SALESMEN.

I love to read the articles in the "Hardware World," that spurs the salesmen on to better results.

To my mind, a good salesman is one who reads the "Hardware World" and other good magazines, and thus trains his mind to retain the vital points concerning the commodity he has to sell. C. A. BERGH.



#### TWO-THIRDS OF GASOLINE WASTED WILL MEET OUR WAR NEEDS

As all authorities agree that there is an ample supply of crude oil for all the needs of the army and navy for the operation of motor vehicles and motor boats and for use in the industries, provided wastage is carefully avoided, the automobilists of the country, in co-operation with the Petroleum Division of the United States Bureau of Mines and the Council of National Defense, are organizing a "Don't Waste

Gasoline'' campaign.
'''Don't waste' is a popular slogan in any line now and there is a big opportunity for motorists to show not only their patriotism but their good judgment in supporting such a movement," said Alfred Reeves, general manager of the National Automobile Chamber of Commerce. "It is the one certain way to insure a

sufficient supply of fuel for war needs.

"According to the estimate of the Petroleum Divi-sion of the United States Bureau of Mines, 959,000 gallons of gasoline a day will be required for the use of army, navy and aeronautical operations during the coming year. The total daily gasoline production is 6,849,000 gallons, so with a campaign against waste, it can be seen that the war needs should be cared for easily and still have ample for our industrial needs.

"'President Bedford, chairman of the Petroleum Division of the Council of National Defense, strongly advocates a 'Don't Waste Gasoline' campaign to insure against any possible falling off in the production of crude petroleum.

"The very highest grade of gasoline is necessary

for the thousands of airplanes now building, most of which will use the new Liberty motor, now building in great numbers in the automobile factories. Great quantities of gasoline will also be required to operate the thousands of army motor trucks to be used by our

growing army. "On the other hand," continued Mr. Reeves, "the production of crude oil in this country has been increasing at a tremendous rate for a number of years, although during the past twelve months it has not quite kept pace with the demand, so that it has been necessary to use quantities of the reserve supply, which amounted to 164,580,000 barrels on July 1, 1917.

"Co-operating with us in this movement is the American Automobile Association, the organization of users; the Motor and Accessory Manufacturers, includof Automotive Engineers. In direct co-operation are Van H. Manning, Chief of the Petroleum Division of the United States Bureau of Mines. If we can save two-thirds of all the gasoline wasted, our war needs will be covered.

"There are 4,212,000 motor vehicles running in the country, of which approximately 400,000 are trucks. There are 27,800 dealers and 25,500 garages.

"Of the 6,849,000 gallons produced daily, approxi-

mately 4,800,000 gallons are used by motor cars and trucks, while the rest is used by motor boats, stationary engines and in cleaning and other industries."

The Bureau of Mines estimates that the following

gals. 7,200 savings can be effected daily: Tank wagon losses ..... Leaky carburetors, average 1/17th of a pint per

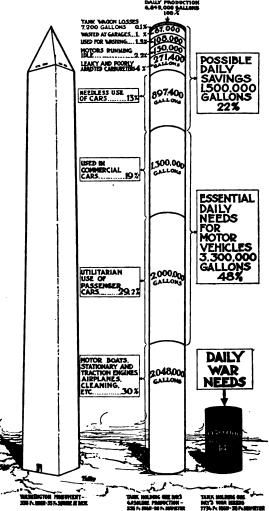
..... 37,400 car . Poorly adjusted carburetors, 1/2 pint per car...240,000 

This makes a total of 1,500,000 gallons a day, or 561,000,000 gallons a year, whereas our war needs are 350,000,000 gallons a year, or less than two-thirds of

what may be considered as wasted at the present time.

The National Automobile Chamber of Commerce, co-operating with the Government through the Bureau

## HOW WASTAGE OF 561,000,000 GALLONS OF GASOLINE YEARLY CAN BE AVOIDED



TOTAL POSSIBLE SAVINGS PER DAY, 1,500,000 GALLONS TOTAL POSSIBLE SAVINGS PER YEAR, 561,000,000 GALLONS ESTIMATED WAR NEEDS PER YEAR, 350,000,000 GALLONS

of Mines and the Council of National Defense, is preparing thousands of posters to be hung in every automobile sales room, garage and gasoline supply station in the country. These posters will show, graphically, the quantity of gasoline produced daily, the quantities used in motor trucks and motor cars, and the quantities that can be saved in various ways.

The following important suggestions for avoiding waste will not only save gasoline, but users of motor vehicles will be benefited personally and individually through more efficient and more economical operation of cars:

1. Store gasoline in underground steel tanks. Use wheeled steel tanks with measuring pump and hose. They prevent loss by fire, evaporation and spilling.

2. Don't spill or expose gasoline to air-it evaporates rapidly and is dangerous.

3. Don't use gasoline for cleaning and washing-use kerosene or other materials to cut grease.

4. Stop all gasoline leakages. Form habit of shut-

ting off gas at tank or feed pipe.

5. Adjust brake bands so they do not drag. See that all bearings run freely.

# Century-Plainfield TIRES



## Why the Guarantee?

## Century Plainfield Tires

carry the highest guarantee because they are super-service tires—they are high QUALITY tires, too, they're oversized.

The company makes good on every Century Plainfield Tire that fails to give service.

Some Good Territory Open. Write for Dealers' Proposition.

TERRITORIAL DISTRIBUTORS

Pacific Hardware & Steel, Company San Francisco, Cal.

R. M. Wade & Company Portland, Ore. and Spokane, Wash.

CITY SERVICE STORE

HOELLE-RUBBER SALES CO.

Branch and Warehouse
430 Golden Gate Avenue
SAN FRANCISCO



"A subsidiary of the Rubber Insulated Metals Corporation, exclusive manufacturers of the RIMCO Rubber products by the ELCHEMO process." FACTORIES, PLAINFIELD, N. J.

6. Don't let engine run when car is standing. It is good for starter battery to be used frequently.

7. Have carburetors adjusted at service stations of carburetor or automobile companies—they will make ordinary adjustments without charge.

8. Keep needle valve clean and adjust carburetor

(while engine is hot) to use as lean mixture as possible. A rich mixture fouls the engine and is wasteful.

 Pre-heat air entering carburetor and keep ra-diator covered in cold weather—this will insure better vaporization.

10. See that spark is timed correctly with engine and drive with spark fully advanced—a late spark in-

creases gas consumption.

11. Have a hot spark, keep plugs clean and spark

points properly adjusted.

12. Avoid high speed. The average car is most economical at 15 to 25 miles an hour.

13. Don't accelerate and stop quickly-it wastes gas and wears out tires. Stop engine and coast long hills.

14. Cut down aimless and needless use of cars. Do

a number of errands in one trip.

15. Know your mileage per gallon. Fill tank full and divide odometer mileage by gallons consumed.

#### MOTO-FAN RADIATOR COOLER

The Art Metal Works, 9-15 Mulberry Street, Newark, N. J., have placed on the market a Moto-Fan Radiator Cooler, which is meeting with a ready sale.

This is a high grade instrument, constructed on scientific principles, designed to be attached to the radiator cap of any automobile and by its action to exhaust from inside the radiator, steam and abnormally heated air as they are formed—and at the same time to pump into the radiator cool, clean air. The effect of this double action is to keep the cooling fluid in the radiator always at normal operating temperature.

In keeping the cooling fluid in the radiator at a normal operating temperature the Moto-Fan prevents these conditions which, once permitted to exist, cause serious damage to the motor and car—such as overheated bearings, scored cylinders, damage to oil circulation and the many other sources of damage which lead to heavy repair bills and may cause serious, expensive and annoying breakdowns.

The principle on which it operates is extremely simple, positive and automatic. The Moto-Fan consists of blades constructed on the principle of the cooling fan. The blades of this fan are built in such a manner as to create a side suction when the automobile is in motion. Surrounding the fan is a miniature casing, representing the rim and tire of an automo-bile wheel. The upper portion of this miniature wheel is solid. The lower half is a hollow casing leading down inside the radiator cap, and this hollow easing is provided with opposite outlets.

Any of our readers can obtain further information by writing them.

#### A NEW E. & S. JUNIOR JACK

The Ellis Smith Mfg. Co., Buffalo, New York, have placed on the market a jack selling at a popular price, which would take the place of a turn table and still be simply constructed.

This is listed at \$15 and will handle any car easily and quickly. It weighs 58 pounds and is made of the best of iron and steel, and sells under the broad guarantee of money back if not entirely satisfied, the same as their large combination jack.

They will be glad to give full information to any of our readers upon request.

#### FREE SAMPLES OF A SAFE AND PRACTI-CAL RUNNING BOARD MAT

Every owner of an automobile has use for one or more sets of running board mats. Cocoa mats soon wear away, are unsanitary, and soon lose their efficiency. Metal mats are not practical for many reasons. A sole leather mat for the running boards of cars is the ideal for this purpose, for the reason that it will outwear any other, dirt and dust does not cling to it, but sifts through and is easily brushed away.

They need no attention, require no beating or shaking, one can't slip on them, neither will the points of umbrellas or canes catch on these when getting in or out of a car.

This is one of the most attractive mats and runners made, and ten times as effective and durable as any mat of other material. These mats are made from uniform pieces, about an inch long, and one-half inch wide, which are remnants cut from the soles and heels of shoes.

These are threaded together with galvanized Bessemer steel wire of extra heavy gauge, and make the ideal mat for the running boards of

The sales agents will be glad to send samples of these mats to any of our readers upon request. They need only to be shown to prove a ready seller.

Frank Alexe, of the Marbridge Building, Broadway at 34th Street, New York City, will be glad to send samples to any of our readers upon request who reside east of Denver, and Al Coney, the Pacific Coast agent, 320 Holbrook Building, San Francisco, will perform a similar service for any of our readers between Denver and the Pacific Coast.



See That Groove? Oil makes a perfect seal, nothing else will. That's why more power, no carbon, no gasoline or coal oil, in the oil pit injuring lubrication. Ask your

We regard the "Hardware World" as the best of any publication in existence of its kind.

GIBSON LUMBER CO. Penrose, Colorado.



NO VENTERO DE LE LE COMPANION DE LA COMPANION

## THE DREAD OF DARKNESS A Few Hints on Driving After Nightfall. Bright Lights.

"No night driving for me," is the almost inevitable remark of the man just about to buy his first car or possessed of his first power-propelled vehicle scarcely long enough to have become fully acquainted with the various controls, much less having grasped the full significance of the various parts of the mechanism.

We all of us have that inborn dread of darkness in the beginning; a dread which riding in the "other fellow's" car with the "other fellow" at the wheel after nightfall seems to heighten rather than alleviate. Especially is that the case if the roadway be narrow, black and fairly well frequented with speeding cars coming in the opposite direction each with the headlights shooting a bedazzling ray into our eyes which not only blinds but thoroughly terrifies the man who experiences the sensation for the first time.

But after all, there is a certain sensation to night driving, which despite its manifest disadvantages, appeals strongly to all of us, so strongly, in fact, that we set our good initial resolutions to have none of it behind us, after a month or two, and brave the blinding headlights with the best of them. For dimmers, dimming lenses and unifrom headlight laws to the contrary, it is scarcely possible to take any fairly good stretch of highway in the more populated sections of the country at night without encountering headlights of the blinding sort.

The crucial moment in the approach of a car with undimmed lights, or lights improperly dimmed, is, of course, just at the instant when your eyes are on a level with the approaching lamps. For a second or two you are totally blinded and the road immediately ahead is perfectly invisible. And should there be an obstacle ahead, woe betide the unhappy motorist.

In these days of amber-colored goggles and abmer pyralin discs for attachment to the windshield, there is scant need for the motorist to fear the approaching lights, however bright and bedazzing; for, properly equipped with either device he has the means of filtering out the glare from the approaching gleams and thus eliminating their blinding effects.

In such a case, if the driver will follow a couple of little easily applied kinks, much of the troublesome blinding sensation will be done away with. The tendency is, naturally, for the eye of the driver to seek the focus of the approaching lights—this is done quite unconsciously by most all of us. If on the approach of glaring headlights, however, we would keep our eyesight pinned religiously to the foreground directly ahead of the car, following the foreshortened beams of our own lights, the glare of the other fellow's lamps would inter-

fere wih us not at all and the blinding sensation would disappear.

Another good plan which works out well, especially on narrow roads, where it is quite necessary to look at the approaching car in order to make sure a safe passage; that is to close one eye and guide the car right up to the point where the blinding glare passes from the field of vision; then quickly open the other eye and the blinding sensation will disappear entirely, due to the fact that the closed eye has not been affected by the oncoming lights.

Ordinarily, night driving is confusing enough, what with the approach of cars and lack of abiltiy to see the road signs quite visible in the daytime; but when the weather is foggy the condition is a thousand times worse. The best thing to do under these circumstances is to direct a beam of light on the ground directly ahead of the car. Otherwise the light will shine full on the curtain of fog and the driver will not be able to see anything but the white haze of mist. Another good plan is to put a piece of colored paper or a handkerchief in front of the lamp, red and yellow being the best colors to penetrate the heavy gloom.

Quite as deterent on our night-riding proclivities as our fear of possible accident is our dread of a night breakdown. What, for instance, could be more annoying than a puncture on a pitch black and lonely country road, especially so where the car is not fitted with demountable wheels or rims? Yet this trouble can be overcome in a comparatively simple manner. In these days of full electrical equipment, the owner who does not take the precaution to provide himself with trouble lamp is foolhardy indeed; at least a pocket flash light should be carried in every tool kit as a necessary article of equipment.

And speaking of electric lighting equipment, no motorist should venture out at night with an electrically equipped car without taking the precaution of carrying a couple of extra fuses and a roll of friction tape, for no wiring is perfectly proof against chafing and a blown fuse and consequent total darkness is always a possibility. And likewise, the driver should, before venturing out, take the trouble to see that the focus of his headlights is so adjusted as to illuminate the road perfectly, or at least to his own satisfaction.

#### SPLENDID SUCCESS WITH ACCESSORIES

While our first venture in the auto accessory line was comparatively limited, we wish to say we have had excellent success in the sale of tires, tubes, reliners and tire accessories of that description; also with spark plugs and a few other items in the automobile line.

We are having exceptionally good luck with the Hercules Spark Plugs.

Colorado. HOLMES HARDWARE CO.

#### **Romort Automatic Air Vaives**

THE SERVICE STATION'S FRIEND

Style A ROMORT List Price \$3.00

This Valve is a guaranteed device and has no equal for free air stations. Will withstand any rough or hard usage and abuse. Recommended for any free air station or air storage plant, repair shop or any station that is subjected to hard, rough usage. Air is released only when the Valve is pressed on to the tire and when disconnected is thrown down absolutely air-tight; the operator cannot waste your air. Will fit any size tubing, and comes equipped with the famous Romort Pump Connection Rubber.

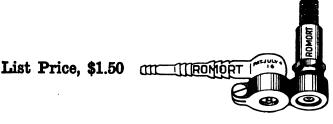
List Price

The Style B Automatic Air Valve is recommended to free-air stations requiring a small and inexpensive air device. Stem is made to fit any size tubing, and is automatic in opening and closing, and guaranteed to be positively airtight. We strongly recommend this Valve for use of private or public garages, vulcanizers, tire repair shops, etc. Every Valve leaves the fac-tory equipped with the Romort Pump Connection Rubber.

#### Romort Tire Tester Attachment

A GARAGE NECESSITY





For Style I

The Romort Tire Tester Attachment is a device for attaching your gauge to either Style A or Style B Air Valves, and gives the service station a permanent holder for its gauge, ready for instant use by the public. Simply screw your gauge into the holder and you have a tire tester and tire inflator combined in one, and the old trouble of losing gauge is forever over. We sell only the holder attachment. Every garage with free air should be equipped with the Romort Tire Tester Attachment.

Caution-When ordering, state whether for Style A or Style B Valve.

FOR SALE BY ALL JOBBERS

Manufacturers,

ROMORT MANUFACTURING CO. OAKFIELD, WIS.

Sales Dept.

THE ZINKE COMPANY

1323 Michigan Ave. CHICAGO, U. S. A.

## LANE'S H.-C. AUTO JACK

Placed Operated Reversed

All from the handle-end

Folds in middle for stowing away.

is placed on handle and pushed under

Thousands in use, Absolutely guaranteed. Write for dealers' prices

LANE BROS. CO.

POUGHKEEPSIE, NEW YORK

Retail Selling Prices in This Issue Are Revised Up to the Time of Going to Press.

#### H. S. MINUTE WHEELS FOR FORDS

The Hill-Smith Metal Goods Co., 82 Brookline Ave., Boston, Mass., are manufacturers of what is known as the H. S. Minute Wheels for Fords.

There is certain to be a demand from every Ford owner. The up to date merchant will make a point of being one of the first in his community to supply these wheels. A set of minute wheels consists of four main hubs to fit on the axtra wheel and the Minute wrench. The Ford wheels are retained, the Ford hubs only being taken out and replaced by Minute hubs. The extra wheel is furnished  $30x3\frac{1}{2}$  plain clincher rim for Ford Cars. The Minute wheel costs only \$30.00 put on, and every Ford owner is sure to want this extra equipment.

A woman can change the wheel without any difficulty and very quickly. The Minute Wheel is the logical evolution of the demountable rim,

cal evolution of the demountable rim, for just as the demountable rim cut down the time of changing from the old clincher rim days, so the Minute Wheel cuts down the time of the demountable rim.

These Minute Wheels are so named because the change can actually be

made in a minute's time.

In addition the Hill-Smith Co. furnish an attractive display stand, which gives the dealer a chance to show the customer what is meant by the selling slogan, "One nut to unscrew, that's all you do."

The Hill-Smith Metal Goods Co., Boston, Mass., will be glad to give full information to any of our readers upon

request.

#### THE OUTLOOK WINDSHIELD CLEANER

The Outlook Company of Cleveland, U. S. A., offer to motorists a windshield cleaner, known as the Outlook, that entirely eliminates the danger of driving in rain or snow.

Here is a cleaner that combines a scientific rubber squeegee strip with the exclusive rubber roller. It

cleans effectively—surely and easily.

A touch of the finger operates the Outlook. As the squeegee strip moves over the glass it wipes clean at every point because the rubber roller, adjustable to your ear, holds the strip close and even to the glass at every point. The Rubber Roller also prevents swaying and rattles. It keeps the Cleaner up out of the way when not in use.

The Outlook can be attached in a few minutes, and once in place needs no attention. It is strong, durable and good looking. Because of their efficiency and handsome appearance, Outlook Windshield Cleaners are standard equipment on such high-grade cars as the

16-Valve White.

A style for your car—They fit any car, gas, steam or electric, open or closed. To touring or open cars the Gutlook Regular attacnes to the windshield frame. Its design provides for close-fitting tops. To closed cars the Outlook Special attaches through the glass. The method of attaching is the only difference in these two types.

Without an Outlook you drive virtually blindfolded, in constant danger—or else you get an occasional glance of the road by leaning out into the rain or snow. This practice is not only inconvenient in open cars without curtains, but impossible with a curtained or closed car and always dangerous because you are not in a position to set quickly when danger threatens.

not in a position to act quickly when danger threatens. Either type of Outlook Cleaner sells for \$1.50 ready to attach, and is a good seller because it meets

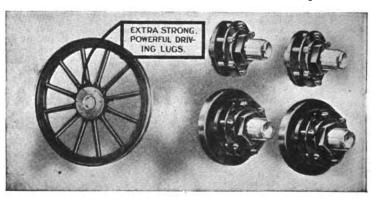
a definite need.

#### MOUND TOOLS FOR AUTOMOBILES

Attention is invited to the announcement of the Mound Tool Co., 7th and Hickory Streets, St. Louis, Mo., whose special line of tools have been a standard for twenty years. They are the originators of small tools for automobiles such as Bearing Scrapers, Carbon Scrapers, Cotter Pin Extractors, etc., and Merchants will find ready sale for their products. They also manufacture handy tools for Engineers, Machinists, Electricians, Millwrights, Concrete and Bricklayers. These tools have proven splendid sellers wherever introduced and our readers should have their catalogs which will be sent upon request.

## GORDON "JACK FROST" RADIATOR AND ENGINE ROBE

The "Jack Frost" Robe made by the J. P. Gordon Co., Columbus, Ohio., is one of the most practical and



necessary items of equipment for winter driving.

It is so made that the curtain over the front of the radiator may be adjusted to any weather condition and closed entirely when the engine is not running and when closed it will keep the engine and the water warm for several hours.

To get satisfactory service from a car in cold weather it is necessary to keep the radiator well protected. The temperature of the water in the radiator and around the cylinders has much to do with engine efficiency as well as the quantity of gas used to get a mixture rich enough to develop proper power until the engine is thoroughly warmed up. Temperature has much to do also with battery economy; a cold motor is always hard to start and this is a needless drain on the batteries, and the best way to overcome the trouble is by fitting a well-made Radiator and Engine Robe to the car which will retain the heat and keep the cold air out.

The Gordon "Jack Frost" Robe is made in two parts, a jacket with curtain that completely covers the Radiator and a Robe to cover the hood. It is just as easy to raise the hood with the Robe on as without it. Secure and convenient fastenings hold both parts in position so they can not be blown off or worked loose by vibration. The appearance is very neat and pleasing as the Robe is carefully made from patterns in which every detail is worked out before Robes drafted over them are permitted to leave the factory. The materials used are the best obtainable for wear and warmth. The better grade is artificial leather and the cheaper one a special enamelled cloth. Both are lined with heavy heat retaining material.

The Gordon Co. manufacture "Jack Frost" Robes in the divided curtain style illustrated for every American-made car and also a special one-piece curtain for Ford cars which rolls from the bottom up and thus in no way interferes with cranking the engine.

## MOUND



## TOOLS

#### FOR THE AUTOMOBILE



STANDARD FOR 20 YEARS
Bearing Scrapers Pry Bars

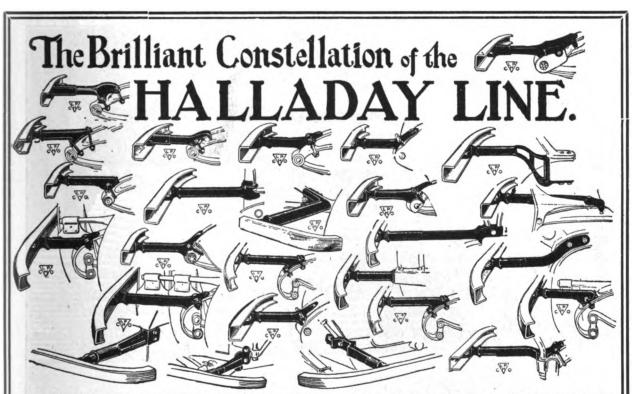
Carbon Scrapers
Chisel Sets

Pry Bars
Cotter Pin Extractors
Mound Tool Rolls

Offset Screw Drivers

Send for Catalog

THE MOUND TOOL CO., Dept. D, 7th and Hickory Sts., St. Louis, Mo., U. S. A.



Mr. Dealer: In this galaxy of stars of the Bumper firmament you will find a bumper to fit every car on the road.

If you carry this line you can control the bumper business in your territory.

Write us or the nearest distributor today for full details of the most profitable accessory in the automobile field.

#### L. P. HALLADAY & COMPANY, Streator, Illinois

DISTRIBUTORS

Asch & Co., 16-24 W. 61st St., New York City. E. Gray-Heath Co., 1440 Michigan Ave, Chicago, Illinois. Sa

E. L. Thompson Co., 817 Boylston St., Boston, Mass. Sanford Brothers, Chattanooga, Tenn., Southern Distributors.

Hughson & Merton, Inc., San Francisco, Los Angeles, Portland and Seattle, Pacific Coast Distributors.

We have read the "HARDWARE WORLD" for a number of years and get great value out of its columns.

We are enjoying a busy spring, and are very glad we opened our business at Lindsay. THOMAS HARDWARE CO.

#### OF GREAT INTEREST AND HELP.

I take no little pleasure in reading the "Hardware World," as I find in it much that is of great interest and help to us, and I know it must be to every hardware merchant.

O. H. JOHNSON.

## ACCESSORIES NO LONGER AN EXPERIMENT

If by chance there should be a retail hardware merchant, who hesitates to put in a stock of automobile accessories, or questions the advisability, he surely hasn't kept up with the times, or even been a man of ordinary perception.

There is not a place in the country, but that automobiles are becoming more in evidence, and even if no more automobiles should be sold for the next six or eight months, the cars now in use make a daily demand for tires, lubricants, spark plugs, lenses, tools of all description, pumps, bumpers, jacks—in fact to enum-

erate them would be merely a catalog of the many items that every car owner has need of.

Manufacturers and jobbers are glad to assist in preparing an opening stock, and furnishing a list of such accessories as they know are in daily use.

It is well to go slow at first and not overstock. It does not require a long time to determine which are the slow sellers. As a usual thing those lines which are advertised in trade and business magazines, as well as the publications reaching other consumers, are generally safe to buy.

1918 will undoubtedly prove a better year for accessories than any year that has gone before it, and the wise dealer will not hesitate.



The above picture shows the average twice-a-month shipment of Diamond Tires to the Guarantee Tire & Supply Company, Van Ness Avenue, San Francisco.

Possibly no three other young men have made as rapid strides in the Tire line in the West as S. E. Baston, M. H. Granfield, and L. E. Granfield.

In 1914 they established a small vulcanizing shop on McAllister Street and Van Ness Avenue, and in 1915 started stocking Diamond tires. Today they have the exclusive distributing rights of San Francisco and San Mateo counties. They employ an average of 26 people, and yet claim they are only just starting in business. Live, energetic, go-after-and-get-it young men, such as Messrs. Baston and Granfields, are sure to succeed.



#### MAKE YOUR CAR RIDE EASIER Knowlson's Spring Leaf Spreader Adjustable to any size auto spring—100% easier riding, and squeaking stopped. Also a good repair clamp. \$1.50, all dealers, or sent

prepaid.
SPRING LEAF LUBRICATOR CO.
1008 Forest Ave. Ann Arbor, Mich



## "PERFECTION" PEDAL PADS

POR EVERY MAKE OF CAR

Clamped on in less than one minute. No bolts or drilling of holes in pedal necessary. Send for free printed matter.

AUTO PEDAL PAD CO, INC. 794-D Seventh Avenue, New York

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## **AUTOMOBILE ACCESSORIES**



If you handle Auto Accessories, Motorcycle and Bicycle, why not get in touch with a Wholesale House that handles this line exclusively and place yourself in a position to serve your customers with anything they could possibly require in this line. You should have our catalog as a reference. Write for it. It will mean big business to you. Our motto—"If it's kin to an auto it's related to us."

MOTOR CAR SUPPLY CO. 1451-58-55 Michigan Ave., Chicago



## JUST THE SOCKET WRENCHES THAT SELL JUST THE WAY TO SELL THEM

No. 300 includes an assortment. Quantities and sizes are determined by exact demand, and the Chest is offered FREE with the assurance that Solves Your Wrench Problems. Write—Ask for Catalog No. 183-D.

## FRANK MOSSBERG CO. ATTLEBORO, MASS., U. S. A.

HASTINGS & ANDERSON CO, Chicago, Ill. EWING-LEWIS CO., San Francisco, Cal. EWING-LEWIS CO., Los Angeles, Cal. D. L. HERMAN, Seattle, Wash. P. W. LYNN, Dallas, Texas. W. W. CEANDALL CO., Nashville, Tean.



THE OLD WAY Both Man and Car are Tired



THE ROSE WAY Nobedy Tired But the Car

### A Back Breaking Job for a Strong Man is Child's Play

With a

## Rose Tire Pump

"It's the Patent Valve"

ON THE MARKET THREE YEARS AND NOW THE BIGGEST SELLER IN ITS LINE

#### For Sale by Most Jobbers

TO SHOW YOU we will send you a sample Rose Pump direct from the factory at the regular dealer's price, transportation charges prepaid, providing you will send us the name of your jobber.

LIST PRICE \$3.00

## J. H. Haney & Co., Hastings, Neb.

Rose Tire Pumps, Rose Grease Guns, Rose Fan Belts, and All Automobile Leather Accessories

#### A LINE OF

## Automobile Sundries



Carried with a hardware stock, sells readily and opens up a new and fast-growing field for the hardware merchant.





We are in position to supply a long line of strictly standard, first class Automobile Supplies and Sundries. Include them with your hardware shipments.







Dunham, Carrigan & Hayden Co.

SAN FRANCISCO



DON'T EXPERIMENT START YOUR CAR OFF RIGHT THEN STAY RIGHT

## MONAMOBILE OIL

Will be a revelation to you in Smooth, steady action of motor Gain in power Freedom from carbon

> Motor B Tractor Oil Monarch Axle Grease Monamobile Transmission Grease Gold Medal Cup Grease

#### MONAMOBILE OIL CO.

San Francisco :: Los Angeles

Distributed in the Northwest by WHITON HARDWARE CO., Seattle J. E. HASELTINE & CO., Portland DIRKS MOTOR SUPPLY CO., Spokane

Our 15-gallon drum is just the thing for your private garage



## Knocking Gears

#### **Knocking Customers**

Become a thing of the past when your customers' cars are lubricated with



Write to us for Dixon's Dealer's Deal No. 230-G

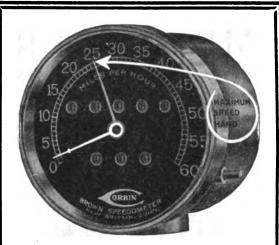
Made in Jersey City, N. J., by the

Joseph Dixon Crucible Co.

**\*\*\*** 

Established 1827





## Here is the Explanation of the Popularity of the

## ORBIN-BROWN SPEEDOMETER

Both the principle upon which it operates and its mechanical construction fit it to fill best the requirements of the motorist.

By this we mean that because the principle of centrifugal force is a fundamental law and scientifically correct the Corbin-Brown is at all times accurate and absolutely immune to the numerous fluctuations caused by heat and cold, by altitudes and electrical influences.

—and also that because of its mechanical construction it is strong and durable and stands up under the strain of the most rigorous service.

Its hand is steady, its numerals large and clear and easily read. It is compactly built and handsomely finished in every detail.

For these reasons and these alone: accuracy, durability and convenience the Corbin-Brown has earned its reputation—it is the standard speedometer equipment.

Catalog on Request

The Corbin Screw Corporation
The American Hardware Corporation, Successor
NEW BRITAIN, CONN.

Branches: New York, Chicago, Philadelphia

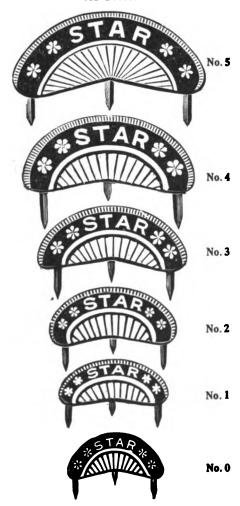
Makers of Corbin Duplex Coaster Brakes for Bicycles

## MR. JOBBER YOUR CUSTOMERS

WANT

## **Star Heel Plates**

BECAUSE THERE ARE NONE SO GOOD
AS STAR



Made in Seven Sizes-Nos. 0 to 6

SEND YOUR ORDER TODAY
They Sell and Sell and Sell

The Pioneer Brand

#### STAR HEEL PLATE CO.

LOUIS SACKS, Prop.

Hamburg Place, near Avenue L, Newark, N. J.



#### IMMEDIATE DELIVERY

Western Agencies Company, 285 Minna Street, San Francisco, Cal., Pacific Coast distributors for the U.S. Incandescent Lamp Company, St. Louis, Missouri, announce that they are able to make immediate delivery on all Standard Tungsten Lamps of 10, 15, 20, 25, 40, 50 and 60 Watts.

25, 40, 50 and 60 Watts.

They will be glad to give further information to any of our readers upon

request.

#### DYKE'S AUTOMOBILE ENCYCLOPEDIA NOW READY

Dyke's Automobile Encyclopedia is a book deserving of mention. Mr. Dyke, better known as Dr. Dyke (motor doctor) published the first practical book on Automobiles in America—Mr. Dyke also originated the first auto supply company in America—1897. His 21 years of experience in the automobile business as a supply man and publisher is now represented in this new edition of this book.

The book isn't what you would term an Encyclopedia in the true sense of the word—yet it is the most complete reference work on automobiles so far published; any subject, trouble, remedy or repair you can think of, can be found in the 6000 lines of index.

think of, can be found in the 6000 lines of index.

It isn't exactly a text book—yet 58 of the leading Automobile Schools of the country use part of this book to teach the fundamental principles of assembly of a car, engine principles and construction, valve timing, ignition and carburetion principles, etc. Instructors in the various schools where the book is used praise its simplicity and graphic explanations.

praise its simplicity and graphic explanations.

A beginner will learn the fundamental principles of each and every part of an automobile from the axle to the engine. All cars are covered in a distinctive and unique method, which is to teach the student the principles of the parts first, then explain the variance of construction afterwards. Complete specifications of all cars are given so the reader will understand the variance of construction of the different makes of cars.

The Repair subject is probably the most interesting part of the book. There are 1189 illustrations and 154 pages devoted to this subject alone. It is the most complete book on Automobile Repairing and Adjusting so far published.

Before taking up the subject of repairing and adjusting, you first learn the principle and construction of all the parts and then step by step you are taken through the subject of adjusting and repairing. Other instructions cover such subjects as: how to build a repair shop for home or business; how to equip the shop—from small tools to regrinding cylinders. Tire repairs, welding, battery charging, etc., are thoroughly treated.

You are then taught—how to use tools; how to cut threads; how to distinguish S. A. E. and U. S. S. threads; how to use and read measuring instruments; how to solder, case harden, repair radiators; how to redesign old cars; how to straighten frames, fenders, etc.

The adjustment of all leading rear axles, differen-

The adjustment of all leading rear axles, differentials, brakes, clutches, how to remove rear axles, etc., is worth the price of the book alone.

The subject of oxy-acetylene welding is very complete and fully illustrated.

The electric subject also deserves special mention. The instructions on ignition systems cover the entire field and in a simplified manner that anyone can understand. In fact, one can learn the principle by merely studying the illustrations, which is a feature of the book.

The instructions on the electric starting, generating and lighting is simplified with hundreds of clear illustrations of diagrams. Anyone without any knowledge of electricity can soon learn the principle, construction



and how to care for and remedy troubles of all electric systems.

There are 775 illustrations and 279 pages to the electric subjects in the book, including the storage battery and ignition subjects.

In addition to the book, there are two supplements on the Ford and Packard, with 332 illustrations and 91 pages, part printed in two colors. There are also five colored inserts. Also a dictionary

Supplement No. 1 deals with the Ford, of which there are 59 pages and 307 illustrations. Such subjects as: how to get more miles per gallon; how to overhaul a Ford; how to make a Ford do 60 miles per hour; how to convert a Ford for commercial use; how to construct a combination body; how to construct a Ford racer; "fine-point" adjustment, etc.—are dealt with in the Ford supplement.

Supplement No. 2 treats on the Packard twin-six. Here we have a complete detail description of this multi-cylindered car with many two-colored illustrations. The principle, operation and adjustments are simplified.

The Inserts illustrate the subject of different makes of engines, as the Continental, Franklin, Haynes, Sterling, Wisconsin Aviation engine and many others.

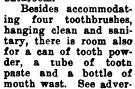
A feature of the inserts is that of a four-cylinder engine, illustrated with blank space for the student to draw in the parts, in order to more clearly understand just where the various parts of an engine are located and the relation of one part to another.

This book can be furnished in connection with the HARDWARE WORLD as per announcement in this issue.

## A SANITARY TOOTHBRUSH HOLDER

Readers of the HARDWARE WORLD will be interested in the advertisement on another page for the very latest thing in Toothbrush Holders. The Sanitary Holder, here illustrated, is neat, substantially made, and an ornament in any

bathroom.



tisement on page 127. The E. J. Chubbuck Company, 731 Market Street, San Francisco, Pacific Coast distributers, report splendid sales for this Holder, and they will gladly furnish descriptive circulars and quote prices upon receipt of request.





## **AUTOMATIC MEASURING** BARREL PUMP

Will fit any shipping barrel; a self-measuring outfit at a small cost for Kerosene, Gasoline, or Oils; a big saving; no transferring, no funnels or measures required; no spilling; correct measurements; hose can be used if wanted; thousands are in use. Satisfaction guaranteed or money refunded.

## Groetken Pump Company

171 Middle Ave., Aurora, Ill.



Dealers everywhere find it easy to sell. Get our very liberal discounts.

THE W. H. HOWELL CO., Geneva, Illinois.

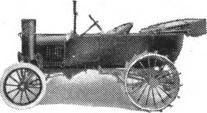
## 20th Century Farm Horse

Does the Work of Four Good Horses on Any Farm

\$150<u>.00</u>

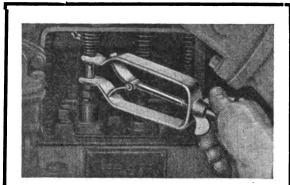
Furnished with Special Auxiliary Cooling System

**FITS ANY FORD** Write for Literature



LIBERAL DEALERS' PROPOSITION

FARM TRACTOR CO., 126-200 Doty Stree FOND-DU-LAC, WIS



## **EVERY AUTO OWNER** IN YOUR COMMUNITY **Needs a Ryan Valve Spring Tool**

In fact, it is necessary where ever motors of any description are used.

Marine hardware dealers find a big demand for them.

The only efficient tool of the kind made. Write for full information and particulars

LIVE AGENTS WANTED

**L. C. Ryan & Sons, Pacific Grove, Cal.** 



## GOOD DEMAND FOR "RIMCO" INSULATED PLIERS

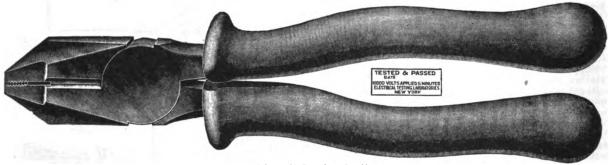
Heretofore efforts made by plier manufacturers to put out insulated pliers have been with pliers which had no practical value, in the sense that

no practical value, in the sense that they would not take either a high insulation or stand rough practical usage, which a lineman is compelled to give a tool of this character. The Rubber Insulated Metals Corporation, Plainfield, N. J., is now marketing a plier which is of very high standard, and will fill all the requirements of a lineman and give universal satisfaction to him in his work.

to the metal that repeated experiments of a high technical character have failed to show any "breakdown," when once the rubber has been applied to the handles.

This plier can not only be sold for a lineman's plier, but can also be used as part of the equipment on automobile trucks and automobiles, as well as being used by those working about high voltage equipment. This article is submitted to the hardware trade as a high class product, and one that will meet with the general approval of the trade everywhere. The manufacturers will be glad to give any further information to our readers.

JBBA



"Rimco" Insulated Pliers.

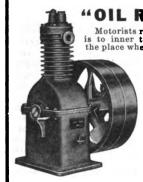
The plier itself is of the best and finest grade of tool steel, with an insulated rubber compound of high grade material, made to withstand high voltage test and also to give definite, practical service to the user.

One of the strongest features of this plier is that

One of the strongest features of this plier is that it bears the stamp of approval of the Electrical Testing Laboratories, Inc., of New York City, which stamp on each individual plier shows that it has been tested and passed for 10,000 volts. This in itself proves the quality of the article and shows that after the necessary rigid tests are made at the factory it still has to pass a severe test for dialectric strength put upon it by the Testing Laboratories before going into the consumers' hands.

The method of putting on the rubber insulation is one covered thoroughly by American and foreign patents, and has no equal, in the sense that this patent—the Elchemco Process—is the only method of its kind known whereby rubber can be attached to metal without its being purely a mechanical attachment. It therefore means that the bond of the rubber to the metal is of such a character that there can be no chance of it not being secure. On the contrary, it is so firmly held

There is a ready sale for these Pliers at \$2.00 and merchants will make no mistake by stocking and displaying them.



## "OIL RUINS TIRES"

Motorists realise what a great menace oil is to inner tubes and, therefore, look for the place where they can fill their tires with

## CURTIS AIR-FREE FROM OIL

Five different sises of compressor. 125 different combinations of outfits. In stock at most jobbers. Price is right. A result of 25 years experience in compressor manufacturing. Send for Bulletin C-5.

Curtis Pneu. Mchy. Co. 1512 Kienlen Av., St. Louis 530-L Hudson Term., N. Y.

## HAMMOND LUMBER COMPANY

## WHOLESALE HARDWARE

## Specializing in BUILDERS' Hardware

Sargents Locks and Hardware, Nails, Bolts and Barbed Wire, Beaver Board, Black Rock Board and Upson Board. Galvanized and Painted Corrugated Iron, Northwestern Expanded Metal Lath. Composition Roofings, Felt Insulating and Building Paper.

Full and complete lines of these materials stocked in carload quantities.

We solicit your inquiries.

Offices and Warehouses, Twentieth and Alameda Streets - - Los Angeles, California

## MR. HARDWARE MERCHANT:

Here's a golden opportunity for you. A chance to learn all about the Automobile Business during your spare time—a business you must eventually know.

You no doubt have often thought of adding Automobile Supplies to your Hardware line, but for the lack of knowledge no doubt, you have felt a hesitancy in doing so.

Here is your opportunity to learn the business from a to zand with just a little time devoted to the perusal of Dyke's New Automobile Encyclopedia during your spare timeyou will become thoroughly conversant with the business.

## DYKE'S AUTOMOBILE ENCYCLOPEDIA WILL TEACH YOU-1918-SIXTH EDITION

Mr. Dyke, the Author, is the originator of the first Automobile Supply Business in America, he also published the first Book on Automobiles and manufactured the first Float-feed Carburetor. His experience as well as matter collected from the best sources in the world are embodied in this book.

The fact that the book is used by 58 of the leading Automobile Schools and over one hundred and fifty thousand books have been sold and not one returned ought to be sufficient proof that it will be worth many times its cost to you.

## OTHERS ARE DOING IT.

Blacksmith Supply Houses use Dyke's book to teach the blacksmith the business so he can add automobile repairing to his business. Electrical Supply Houses use Dyke's books to teach the electrical dealer the ignition systems, so he can add Automobile ignition supplies to his business. Just so with the Hardware Dealer. Do you, Mr. Hardware Dealer, realize what this book will mean to you in time to come?

In order to give the reader an idea how complete this book really is we will mention the number of pages and illustrations devoted to some of the subjects underneath the illustration of the book.

There are 50 Instructions and 13362 Illustrations. Repairs and Adjustments: 99 pages, 1189 Illustrations. Ignition and Electrical subjects: 350 pages, 976 Illustrations. Engines, Parts, Valve Timing: 84 pages, 239 Illustrations. Carburetion: 44 pages, 97 Illustrations. Accessories, Equipment for Shops, etc.: 38 pages, 100 Illus-

trations.

#### FREE SUPPLEMENTS

In addition to the 50 Instructions—part printed in two colors Ford Instruction How to Make a Ford do 60 Miles Per Hour; How Packard Instruction to Convert Into a Truck; How to Save Gas, Etc.

## Price Including 1 Year's Subscription to Hardware World, \$3.50



388 Taylor Street Portland, Ore.

**ADDRESS NEAREST OFFICE** Boatmen's Bank Building St. Louis, Mo.

Phelan Building San Francisco, Cal.



SOME OF THE SUBJECTS:

The Automobile. Drives.

Steering, Springs, Brakes.
Axles, Differentials or Com-pensating Gears, Bearings.

Clutches. Change Speed Gears or Transmission.

mission.

-The Gasoline Engine.

-Engine Parts.

-Valve Timing.

-Firing Order.

-Six, Eight and Twelve V Type

Cylinder Engines.

-Carburetor Adjustments of all

-Carburetor Adjustments of all

Carburetor Adjustments of all Leading Makes.

Cooling. Lubrication.

Ignition; Low Tension Coil.
Ignition; High Tension Coil.
Spark Piug and Coil Troubles.
The Modern Battery and Coil

Ignition System. A Review of the Various Coil

-A Review of the Various Collignition Systems.
-Low Tension Magnetos.
-The High Tention Magneto.
-Magneto Installation.
-Ignition Timing.
-Engine Starters.
-The Electric Starting Motor.
-The Electric Generator.
- Starters of the Different Leaf

A Study of the Different Lead-

28—A Study of the Different Leading Electric Starting and Generating Systems.
28A-Delco Electric Ignition Systems.
28B-Delco Electric Starting, Generating, Lighting and Ignition Systems.
28C—Care, Tests and Adjustments of Delco Electric Systems.
29—Care, Adjustments and Tests of Electric Starting, Generating and Lighting Systems.
30—Wiring of a Car for Starting, Generating and Lighting Systems.

tems.
Lighting a Car, Troubles, etc.
Storage Batteries and Repairs.
The Electric Vehicle.
Operating a Car,
-Rules of the Road.
-Care of a Car,
-Accessories; Touring.
-Insurance; License and Laws;
Selecting a Car. 33

35

Selecting a Car.

The Automobile Salesman.

Horse Power, Tables and General Data; Specifications of Leading Cars.

Tires.

-Tires.

-Tire Repairing.

-Digest of Troubles; Useful and Instructive Hints and Suggestions.

-The Automobile Repairman.

-Equipment of Garage and

Shop. 46—Repairing and Overhauling. 46A-Repair Shop Useful Hints. 47—Commercial Cars. 48—The Gasoline-Kerosene Tractor.

Other Types of Internal Com-bustion Engines.

-Dictionary.

## NEW SALES MANAGERS FOR PACIFIC HARDWARE & STEEL CO.

Announcement was made in our last issue of the resignation of Arthur Sugden and W. H. Scott from the Pacific Hardware & Steel Co., San Francisco.

J. S. Rollins assumes the management of what is known as the city sales department, likewise having charge of their sales in the north Pacific Coast, Nevada, and export business.

J. B. Wood assumes the management of the sales department for California and Arizona.

F. G. Higgins, superintendent, assumes the duties of the office of treasurer of the institution in addition to continuing as superintendent.

All of these men have been identified with the Pacific Hardware & Steel Co. for many years and their ability is well known.

Your competitor has done you much good if he has made you more energetic, more careful, more attentive to business, and to the extent that he has done these things, he has brought money to your till.

## RUMORS OF CONSOLIDATION OF SAN FRANCISCO HARDWARE JOBBERS

For the past several weeks there have been rumors of consolidation of two well known San Francisco jobbing institutions, and from those who claim to be well informed we understand the consolidation will probably take effect about the first of the year. Still there have been similar rumors in the past, that for one reason or another have never materialized.

However, it is claimed by those on the inside that the consolidation spoken of has every appearance of being consummated.

## RUMOR OF ANOTHER JOBBING HOUSE IN SAN FRANCISCO

Almost on the heels of the humor of the consolidation of two of the San Francisco hardware jobbing houses comes the rumor of the establishment of one or two more jobbing institutions in San Francisco as branches of similar organizations.

If there is any truth in this rumor, probably definite announcement would not be made until it is learned whether the consolidation spoken of first takes place.



## SARGENT'S NEW CO-OPERATIVE ADVERTISING

Sargent & Co., New Haven, Conn., are furnishing to the trade letters that are designed for use in show windows, and when suspended against the dark background the letters can be read at a long distance.

The separate letters can be used in forming the merchant's name, or advertising any special sale or holiday goods, for the combination of letters is such as will adapt themselves to a

variety of purposes.

They will be glad to furnish this advertising to any of our readers upon request, also to send their co-operative advertising book, in which they show the different kinds of advertising matter they furnish to merchants.

It is always advisable to teach daughter how to cook, wash the dishes and make up the beds. It is no down-right einch that she is going to marry a prince of a banker.

#### WORTH TEN TIMES THE PRICE.

The last issue of the "Hardware World" was certainly worth ten times the price you ask for it for a year, and I don't want to miss a single issue.

Arkansas.

SAM G. SMITH.

## **A Sanitary Tooth Brush Holder**

Sells on Sight

## HAS BOTH CAPACITY and STYLE



Stamped out of one piece of sheet steel and beautifully enameled in gloss and satin white.

#### A BATHROOM ORNAMENT he attractiveness of

The attractiveness of Holder catches the eye of the customer which makes it a desirable article for

## THE RETAIL DEALER

The sale of the Holder has far exceeded expectations; it is a reliable "repeater." The dealer's profit is substantial.

#### ORDERS BEING FILLED PROMPTLY

Do not fail to order a few dozen at once.

Orders can be filled by

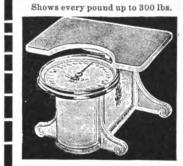
 $\pmb{BAKER \& HAMILTON, Jobbers, San Francisco, Cal.}\\$ 

For illustrated circulars and full information address

E. J. CHUBBUCK CO., Dept. 5

Pacific Coast Distributors

731 Market Street - SAN FRANCISCO, CAL.



## New Bathroom Scale

The demand is unlimited. Wanted in every well-furnished home, every physician's office, every hospital, every gymnasium. A remarkable scale because it shows every pound up to 300 lbs., is only 12 inches in width, length and height, has no coil spring, no loose weights and weighs only 17% lbs.

neight, has no coil spring, no loose weights and weighs only 17% lbs. Is Mmas gift. Ask for Detecto literature and No. 118 Catalogue showing our entire line.

The Jacobs Bros. Co., Inc., 76 Warren St., New York

The Kingsburg Hardware & Furniture Co., Kingsburg, Cal., are now occupying their new building, and have a splendidly appointed hardware department. They are increasing their stock to meet the increasing demand of their trade, and report the outlook as one of the best they have ever seen.

## AN INVITATION

"Say, old chap, are you fond of moving pictures?"

"I should say so!"

"Then come round to our house next Tuesday, and give a hand. We're moving that day."

# Immediate Delivery TUNGSTEN LAMPS



10 Watt

15 " 20 "

25 "

40 " 50 "

60 "

Write for Liberal Discounts

## Western Agencies Co.

Pacific Coast Agents U. S. Incandescent Lamps

285 Minna Street - San Francisco, Cal.

## THE NEW FIELD GARAGE BUILDING HAS OPENED UP

With the introduction of the automobile into common use, a new channel of profit presented itself to the hardware dealers of America. Practically every up-to-date store in the country now, stocks accessories ranging from spark plugs and tires to oil and gasoline. But in the last few years, with the great increase

in the private building of garages to house these cars, additional prosperity not only for hardware dealers who sell the fittings but for carpenters and contractors who erect them, has begun to make itself felt.

The hardware and implement dealer has always carried in stock, hangers for barn doors, but this new and greater field makes it highly advisable to stock and sell the newer hangers for garage door use. In order to realize the maximum profits from the

sale of garage hardware, it is highly important that the dealer, or the carpenter in this line of work for that matter, make a careful investigation and adopt as standard a line that he can permanently push without the necessity of changes, adjustment and trouble.

There are a number of different types of garages being built. Standardized equipment which can be utilized under any and every conceivable condition reduces the dealers' investment in this line and increases his profits as well as insuring satisfied trade.

The equipment of course must be practical, easy working and of simple construction so that it can be installed with but little expenditure of time and labor.

Apart from that side, a strictly weather-proof hanging is necessary, considering that the building houses several hundred and in some cases, several thousand dollars' worth of expensive machinery. Doors when open must automatically be held back so that a gust of wind will not whip them shut against the entering car, breaking fenders and damaging car and

The doors must be non-sag so that they will fit perfectly, a tight connection at the same time is essen-

tial to keep the building warm in cold weather.

After considering these various requirements, the new Cannon Ball Combination (Folding-Sliding) Garage Door Equipment was evolved to meet the require-

ments necessary to sell and satisfy.

The construction of the Cannon Ball Combination calls for three doors; one hung separately on 'T' hinges and the other two connected in series butt hinges and partially supported by 'T' hinges.

The suspension of these doors is from a hanger operating in a tubular track attached to the wall above. A special Cannon Ball Adjustable Garage Hanger is attached at the end of the center door and travels back and forth in the tubular track as the doors open or close. This prevents sag and makes a smooth, easy operation. A touch opens or closes the doors.



A heavy bracket and permanent spring in conjunction with the center bracket support the track. As the doors fold and slide back, this spring expands, permitting them to be folded flat against the wall. The moment they are stopped, the spring holds them firmly in place, making it impossible for the wind to blow the door shut against the incoming car.

The single door, swinging independently, makes a capital service door for entering the garage when the machine is not to be used, doing away entirely with

the necessity of a special foot entrance

The advantages of this Cannon Ball Combination (Folding-Sliding) Garage Door Outfit are many. It is thoroughly standardized and built to fit any condition or situation. The doors cannot blow shut. They make a tight, yet easy-operating opening that keeps the heat in and the cold out. The no-sag feature is insurance against binding and the doors are folded IN so that snow and ice can never block their opening.

In case of swelling or raising of the floor of the garage, the adjustable feature of the Cannon Ball permits of its being quickly set to meet the altered con-

ditions.

Practically no floor space is required, because the doors are hung on the inside of the garage and fold back flat against the wall.

Here is unquestionably the ideal equipment for the dealer who is conducting his business on a real busi-

ness basis.

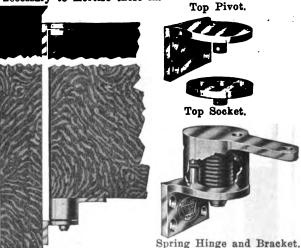
This equipment does away with stocking in large quantities and means that but one size and style be carried to meet all requirements. Minimum investment for maximum profit returns.

Hunt-Helm-Ferris & Co. of Harvard, Illinois, the manufacturers, will be glad to give further informa-

## CHICAGO "SAGLESS" GATE SPRING PIVOT-HINGE

Advantages or this hinge are as follows:

1. Ease of application. The only tools necessary being a screw driver and bit brace, or if Top Pivot is applied to the top of the gate, the screw driver only is necessary. The Top Pivots are round and it is not necessary to mortise these in.



The hinge being of the pivot type, it is impossible for the gate to sag and strike the opposite casing, which quite often happens with some other types of hinges used for gates.

3. For the same reason it is not necessary that heavy tension be applied to the spring so that the gate has a very easy action.

The ninge is noiseless.

The hinge is noiseless.
 The hinge is very neat and compact, being round there is nothing to eatch the clothes.



## Free Samples to Merchants



EATHER mats and runners are articles needed in every home. The sale is only limited to the number of people in your community. These leather mats and runners are guaranteed to outwear all others.

They are said to be far more durable, more economical, sanitary, than either wire or rubber mats. They are used in the largest office buildings, hotels, theatres, offices, from one end of the country to the other. They are reversible, dust and dirt will not cling to them, it sinks through to the floor where it is easily brushed. Neither water nor atmospheric conditions effect them.

They are odorless, require no attention, no beating or shaking, no sweeping or vacuum cleaning. They need never be touched with the hand, they roll up with a touch of the foot.

They are absolutely safe, one can't slip on them. The shoe grips the mat, and the mat clings tightly to the floor. There is no exposed metal. You can't catch in them the points of umbrellas or canes, nor the leather of a worn shoe.

They are attractive and made to fit. They will never present a torn or jagged appearance, they wear evenly.

For economy, convenience and safety they are not equaled by any other mat made.

They are made of sole leather, which is the very best possible material for making them, which has ten times the life of rubber, is far more cleanly than cocoa or fibre, does not absorb moisture or warp like wood, does not cut or scratch hardwood floors, tile or marble like steel.

They are made by one of the largest manufacturers of soles and heels in the country, being the small pieces or remnants, which are left over in making soles and heels of shoes.

They are bound together with Bessemer

Steel Wire of extra heavy gauge.

The demand for such a mat is practically universal, and so confident are the manufacturers that they will appeal to merchants and business men as an article they can easily sell, that they will be glad to send a sample of a mat showing its construction and material to any merchant who will make the request. There is no charge for this.

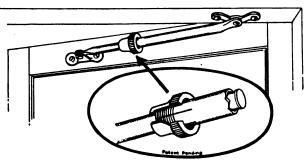
Subscribers living east of Denver should address Frank Alexe, Marbridge Building, Broadway and 34th Street, New York. Subscribers from Denver to the Pacific Coast should address Al Coney, 320 Holbrook Building, San Francisco. Either of these parties will be glad to send free samples to any of our readers who will mention this item.

## CASEMENT SASH ADJUSTER, FREE SAM-PLES TO MERCHANTS

A casement sash adjuster that is very simple in its construction, and one that is most thoroughly efficient is one that has been placed on the market by Simpson & Stewart, 565 16th Street, Oakland, Cal.

While there are many adjusters of various kinds, the adjuster they are marketing appears to have overcome all the defects or objections urged against other adjusters. This one is proving extremely popular with owners, builders, contractors, architects and mechanics.

The cut herewith shows the new and clever device



for controlling a casement sash. It consists of a rod sliding in a tube, one end of which is threaded and slotted. This engages with the tapered thread inside the knurled nut. By turning the nut with the fingers any desired friction can be obtained and the sash is held firmly at any angle desired.

Its automatic action allows its use at the head of the window if desired, leaving the sill clear of hardware. It requires one inch of space between sash and screen, hence can be easily used where screens are used.

Its simple construction permits economical manufacture and it retails at from 60c to \$1.00 according to material and finish. It is made in solid brass and steel plated.

While a number of the jobbers are selling these, Simpson & Stewart will be glad to furnish a sample to any of our readers, either wholesale or retail merchants, who will make their request on their letterhead, mentioning where this item was seen.

#### TWO BROOMS IN ONE

The Lee Broom & Duster Co., Lincoln, Nebraska, who are the largest independent broom manufacturers in the country, and whose products have been awarded prizes in competition wherever exhibited, offer an article to merchants that is needed in every household.

The Lee broom is an entirely new product, and outsells the ordinary broom so rapidly it is hard for merchants to keep them in stock. One can cut the seams on the improved Lee broom as the broom wears shorter, and receive double service over the old style wire made broom.

They will be glad to give full information to any of our readers upon request, and they will find it worth while getting their proposition.

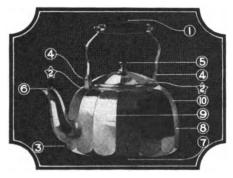
## A NEW IDEA IN ALUMINUM

In the Mirro line of aluminum, quality of work-manship, beauty of design, excellence of material, and unusual utility are all wondrously combined.

The tea kettle shown below, for instance, is representative of the entire Mirro line. Dealers and customers alike will be quick to see and appreciate the new conveniences embodied in every article.

new conveniences embodied in every article.

An exclusive feature of this Mirro kettle is found in the handle ears (2) which are welded on. This totally removes all need for rivets which work loose



and collect dust. This advantage also adds to the appearance of the article besides resulting in keeping it bright and new at these points by allowing of quicker, easier and more effective cleaning.

Mirro Aluminum is made by the stamping process—from aluminum free from weakening alloy. Each sheet is tempered to just the proper degree of hardness, depending on the nature of the utensil. Each sheet is cross-rolled on an average of 65 times under many tons pressure. This moves the molecules back and forth, obviating any "grain."

The finished sheet has a mirror surface and a "spring" approaching that of steel. Whatever the

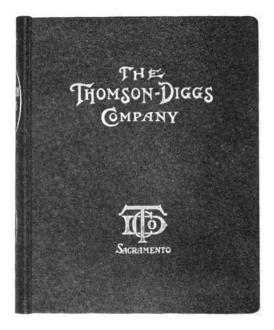
The finished sheet has a mirror surface and a "spring" approaching that of steel. Whatever the article, the metal is of the same uniform thickness throughout, due to the Mirro rolling and stamping processes. There are no weak spots—no thin aluminum shell at any point to give way under usage.

num shell at any point to give way under usage.

Other features of the kettle here illustrated are the highly ebonized, sure-grip detachable handle; slotted ears that permit handle to be adjusted to any desired position; rivetless, no-burn, ebonized knob; self-filling, quick pouring, welded on spout; unusually wide base; flame-proof sides; and the famous Mirro finish.

This line is made by the Aluminum Goods Manufacturing Company, Manitowoe, Wisconsin, one of the largest concerns in the world manufacturing aluminum ware. The line is being extensively advertised in foremost national publications, augmented by attractive store and window displays.

Robert A. Brownley, for years manager of the business of the late John Brownlie, has purchased the hardware business formerly conducted by the heirs of the estate at Vallejo, Cal.



## THOMSON DIGGS NEW CATALOG

Thomson Diggs Co., the well known Sacramento Valley jobbers of Sacramento, Cal., have issued their new No. 16 general catalog, which is now being distributed.

This is the most complete catalog ever issued by them, and shows many new lines of goods they have added to their stock since last year.

It is quite a task to issue a catalog of this magnitude, owing to the conditions which have prevailed during the past year, when such radical changes in prices and lines have taken place.

This catalog is strictly in keeping with the char-

This catalog is strictly in keeping with the character of the institution, for no expense has been spared in making it one that will be of distinct help and value to the retail merchants, and give them all information needed.

In these days of high cost of paper, many jobbers feel this is where they can economize, but the Thomson Diggs catalog is printed on a splendid quality of book paper, well illustrated, showing their various departments and classifying them so as to make them easy for reference, such as general hardware lines, household goods, automobile accessories, cutlery, sporting goods, etc.

ing goods, etc.

Their lines comprise goods of standard manufacture, they using the factory stock number in their lists wherever possible. Their sporting goods department, weights and measures, pump information and other useful data is valuable to the merchant who has it for ready reference at all times.

This catalog comprises almost 1100 pages, and any of our readers in the territory in which Thomson Diggs distribute their products can have a copy of this valuable catalog upon request.



## IT'S TOUGH

DURABLE AND DEPENDABLE
Special Sets for FORDS

Get Our Prices

STAYBESTOS MFG. CO. 5537 Lena Street, Germantown, Phila.

## **Business Opportunities**

#### POSITION WANTED.

A-1 hardware man wants position as manager, country store preferred. Address "H. W. A.," care HARDWARE WORLD.

#### HIGH GRADE TRAVELER WANTED.

We want a high grade traveler in all those words imply for Colorado territory. A clean cut man of good character and habits. A salesman in the best sense may learn something to his advantage by giving full particulars and addressing Colorado, care "Hardware World."

#### FOR SALE.

A nice clean stock of general Hardware, Implements, Stoves, Paints, Oils, etc., in a good live county seat town in the upper Sacramento Valley. A fine opportunity to obtain an old well established hardware business. For further information address "B. L.," care "Hardware World."

FOR SALE—Hardware stock, clean and well assorted, located in live, up-to-date Southern California city. Finest climate and water in the state. Will invoice about \$25,000. Best reasons for selling, full particulars on request. This is a splendid opportunity for some one wishing to live and do business in the garden spot of the U.S. Address Box A, care Hardware World.

#### SALESMAN WANTED.

Who is calling on hardware stores, general stores and department stores to handle as a side line a high-grade line of metal ware, such as galvanized buckets, tubs, dairy pails, etc., on commission. Great opportunity for right man to make big money handling a side line. Address "M. C.," care "Hardware World."

#### HARDWARE OPENING.

In new railroad town, surrounded by large fruit and farming district. Nine miles to nearest hardware store. Should carry Hardware, Implements, Engines, Motors and Pumps. Good mechanic in these lines can be kept busy on the outside. Good store and location just vacated, low rent to reliable party. If interested write, Secretary, Chamber of Commerce, Navelencia, Calif.

#### I WANT A POSITION

I want a position where ability counts, where there is opportunity to go ahead, and prove my worth. I am 40 years old, married, have no bad habits, do not drink or use tobacco. I have had a general hardware and implement experience; have sold gas engines and implements for a number of years. I can give good references and bonds. Address F. M. A., care "Hardware World."

## AN A1 OPPORTUNITY

An Al opportunity for a live man to buy an old established hardware store, tin shop, slate roofing and warm air heating business located in one of the best manufacturing towns in the Pittsburg, Pa., district. Will invoice about \$15,000 to \$18,000. Part of the stock can be reduced. The average sales for the last three years was over \$55,000. This can be increased from 20% to 25% by a live wire. This is an unusual opportunity to slip into. A splendid paying business. Will either sell, or rent building. Unable to attend to business on account of poor health. Will bear the closest investigation. Don't answer unless you mean business. Address "A Bargain," care "Hardware World."

#### WANTED.

We are in the market for a new or second-hand Computing Scale and Cash Register. Second-hand preferred. Address F. C. Parrish, Deming, N. M.

#### FOR SALE.

Owing to continued ill health of owner, will sell our well established general hardware business, doing about \$30,000 a year. This business is located in a thriving little city of Southern California. Delightful climate. Fine schools, churches. Business can be largely increased by younger man. Address "Howe," care HARDWARE WORLD.

## GOOD OPPORTUNITY IN NEVADA

Since I haven't had time to give my personal attention to my business, I will sell the stock of goods and the business, or I will sell the stock of goods and rent the building for \$75.00 per month. It will require an investment of about \$17,500.00 to purchase the real estate, building and merchandise. Sales run from \$30,000 to \$35,000 per annum. Address B. M. Co., care Hardware World.

#### SITUATION WANTED.

Experienced traveler in the hardware and electrical jobbing line desires a new connection by December fifteenth. Long familiarity with the dealers in the Pacific Northwest assures results as to service, although prefers to engage in house work in a managerial capacity. In any case must be position that presents possibilities for advancement and co-operation in high class service. Best references from the trade or present position. Address M. B., care HARDWARE WORLD.

## POSITION WANTED.

With thorough business experience, over-average ability, fifteen years selling, purchasing and managerial positions. Seek connection with mercantile, manufacturing, Petroleum Mining, or as Sales representative for Manufacturer or Jobber. Age 42 years. Good references. Former occupation Mine and Mill supplies, Iron Steel, Heavy hardware, etc. Address "D. J.," care Hardware World.

The HARDWARE WORLD is certainly a great publication for the money, and I enclose subscription for three years. GEORGE W. CALTA, South Dakota.

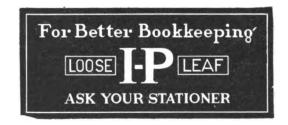
Frank D. Walsh of the Harry Lee Martin Co., Lancaster, Cal., is expecting to put in a larger stock, and is preparing for a busy Fall and Winter trade.

#### READ AND RE-READ.

We look forward to receiving the "Hardware World" each month; in fact, we must have it.

We all read it, and then we read it to our customers (when we have time).

PIT RIVER HARDWARE CO.







PUTTING THE BATH TUB ON THE MAP
By Harry Gale Nye.



Not long ago a gentleman connected with the Iowa Agricultural College, who is so fond of statistics that his wife is jealous, made a "sanitary survey" of one of the leading counties of that state. In fact it was the county in which the agricultural college is located.

He found that, while pretty nearly every farm-

er in the county has an automobile, only 3 per cent of them had bath-tubs. In one township every farmer but one had a car, but the bathrooms were few in a hill.

This fact is not recorded here to heap shame upon the grand old state of Iowa, or to say that cleanliness is next to godliness, and Iowa some distance from both. I would be willing to bet that the per capita of bath-tubs in the rural districts of Iowa is as high as in any other state in the Union, and higher than most.

Neither is it intended to cast aspersions at the farmer or the noble occupation of massaging the soil. The farmer is the only fellow in the United States who doesn't strike, and yet who could bring us to time quicker than anybody else if he ever did. Just now the American farmer has taken upon his shoulders the little chore of feeding the world; and, with the help of Iowa, he is going to be able to do it.

No, sir, or sirs, if this little article is a slam at anybody it is a slam at my good friends the plumbers of that celebrated state. When the people of a community haven't bath-tubs, it isn't as much their fault as it is the fault of the men who ought to be spreading the gospel of the bath-tub among them.

There are some of us fellows who think if we print a stock cut of a bath-tub in the county paper, along with our name and address, (although sometimes we leave the address off), that we have done our full duty; and that, if then the farmers of our vicinity still go without bath-tubs, it is up to them.

Is it any wonder that the farmers buy cars and forget about tubs? The magazines they read are full of auto ads. The conversation they hear is full of auto terms. But the bathtub is not a subject of ordinary conversation, except in the very best circles, where it is referred to as "my bawth" or "me morning tub."

Then again, people like to be seen riding around in their own automobile. But who would care to be seen riding around in his bathtub? Very few.

So it is up to the plumber to create a desire by advertising and solicitation. Heavens knows he has enough talking points. Sanitation, health, comfort,—reasons that can be repeated in as many different ways as playing a fiddle. But by advertising I mean real advertising.

It won't be enough to print some beautiful porcelain ads in the village paper. To get out and hustle won't hurt a bit. It might be well to make friends with the building material dealer, or the architect. Maybe he will tell you the names of some people who are going to build. He surely will if he is the right kind of a fellow—and you are. Maybe you can find out in some other way the names of some other people. If you can, you can pay him back.

Then get out a nice, short, enthusiastic letter to the man who is going to build and suggest that it will save time, trouble, expense, and mussing up the place if he puts in a bathroom now, and that the matter of water supply is simple and the cost of installation not excessive. It will arouse his curiosity, or will arouse the curiosity of his wife, which, as compared with a man's curiosity, is as 744 to 11. No doubt some of your jobbers will have some nice literature that you can enclose to show the kind of a bathroom you mean.

Maybe before you get through you will sell that man a good deal more than a bath-tub. There is more or less piping around a modern farm and a bath-tub isn't the only thing to sell a farmer. If he is going to pipe the house he may as well pipe the barn. Do you pipe the opportunity?

It seems to me that the opportunity is of the golden variety. A community that is rich enough to run 25 to 95 per cent automobiles and

## Garden Hose Valves

## Recognized Quality

Which command repeat orders for you.



Sizes ½" to 2½" inclusive. Both bent and straight Hose Spout.

HAYS MFG. CO., Erie, Pa.

W. Erwin Gilchrist
Pacific Coast Representative
681 Market Street, San Francisco.



Quality Plumbing

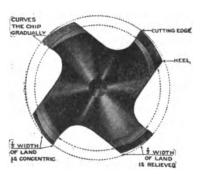


M. L. KLINE

84-86-87-89 FRONT STREET PORTLAND, ORE.



# ©TD Taps are Relieved Like a Milling Cutter





That is, one-third of the land back of the cutting edge retains the full cutting size. The remaining two-thirds is relieved on top, bottom and sides.

This reduces friction, prevents binding and makes the tap cut free and easy.

You should learn more about the G. T. D. line and the consumer advertising we are doing to create a demand for G. T. D. tools.

Ask for particulars, literature, etc.

## GREENFIELD TAP & DIE CORPORATION

Greenfield, Mass.

New York, 28 Warren Street Chicago, 13 South Clinton Street London, 149 Queen Victoria Street Canadian Factory, Wells Brothers Company of Canada, Ltd., Galt, Ontario

bashful enough to run only 3 per cent bath-tubs ought to be just the right kind of a place for

the right kind of plumber.

And, of course, there is not only the fellow who is going to build, but the farmer who built years ago, to get after. Write to him and tell him how much you would like to have a little chat with him about modernizing his home. Tell him that perhaps the reason he has not been in is because that he didn't know what the expense would be, but that it won't be anything to find out—and it will be 'way out of proportion to the comfort and convenience he will enjoy after the bath-tub is installed.

And, believe me, that while automobiles are more or less contagious and epidemic, bathtubs become so after a reasonable number have been installed in a community. Proud housewives will show them off at home and brag about them abroad. Children will cry for them.

Yes, sir, the bath-tub business in rural communities is looking up. We ought to look it over, not overlook it.

## HEEDLESS YOUTH

Feeling that thirty years of honest industry entitled him to a vacation, and as his son Tom was now quite able to do any work which might arise, Mr. Bilks, the well-known plumber, departed for a three months' motor tour, leaving Tom in charge of the shop. With youthful enthusiasm Tom set to work, and it was with complacent pride that he greeted his father upon his return.

"And how is business?" Bilks asked cheer-

Fine," Tom responded. "There's no use in talking, Dad, but I have made things hum! I've cleaned up everything—there isn't a single unfinished job on the slate."

Mr. Bilks turned pale.

"You mean to say you've finished with the bathroom at Brown's and the kitchen sink at Smith's?" he said slowly.
"Sure! Why, those jobs had been hanging
on longer than I could remember!"

"My boy," Mr. Bilks said sadly, "you don't realize what you have done! I've enough to keep me in my old age, but you, poor lad, have thrown away what were to have been your most valuable legacies. Those jobs paid your way through college, and, taken care of, would have maintained you in comfort for the rest of your life!"-Public Ledger.

The Whittier Hardware Co., Whittier, Cal., have secured the plumbing contract for an addition to the Whittier College at Whittier, Cal.

We are enclosing remittance covering our subscription for the ensuing three years, and wish to tell you we value your paper very much. In fact we would dislike very much to be without it.

NATIONAL BRASS CO., Grand Rapids, Michigan.

## TEN EXCUSES FOR PACIFISTS AND TRAITORS

I. When driven to make an unequivocal statement protest your loyalty and then change the subject.

II. Assert on every occasion that "Wall Street" made the war. Never mind explain-

ing when, how or why.

III. Get in all the sneers you can at any professions of ideal motives. If you can find any flaw in our democracy say that "we are just as bad an autocracy as Germany." Use the word "hypocrisy" at every opportunity. Place the war in as sordid a light as possible.

IV. It is dangerous to denounce the United States directly. But rake history from end to end for mud to throw at the Allies. Especially,

twist the lion's tail.

V. Profess great concern lest sending food to Europe will starve America. Support every embargo movement that applies to the Allied nations and none that does not.

VI. If the President asks for any extension of power rave about "dictatorship" and the "overthrow of the liberties for which our fa-

thers," etc.
VII. Spread rumors that the Allies are going to betray us or take advantage of us as soon as we are deeply enough involved in the

VIII. Accept conscription in principle but hamper its working in every possible way. One good way is to start scares about revolution and internal disorder as a pretext for keeping a large part of the army at home.

IX. Demonstrate that the enemy is unconquerable and victory hopeless. Play the "can-

did friend" and act as a depressant.

X. Be very jealous to prevent "entangling alliances" and be much concerned about the Monroe Doctrine if we "mix ourselves in European quarrels." A permanent league of nations would embarrass your Junker friends if they remain in power after the war. Germany can only hope to conquer other nations if they act selfishly and in isolation.—Independent.

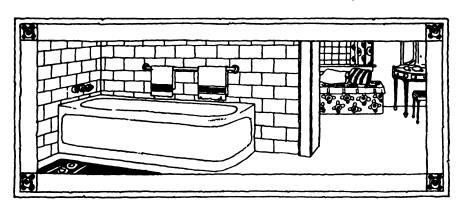
The E. O. Nay Co., Pasadena, Cal., has been awarded the contract at \$8118, covering the plumbing and steam heating in the two-story addition to the Las Encinas sanitarium at Lamanda Park.

F. C. Schilling & Son, Los Angeles, Cal., have been awarded the plumbing and gas fitting contract for a two-story residence in course of erection in Freemont place for James Shultz.

D. Z. Payne recently suffered a loss by fire on his hardware stock at San Fernando, Cal.

Frank Williams, formerly connected with the Concord Hardware & Plumbing Co., Concord, Cal., is now engaged in the plumbing business at Concord.





As the "Twin Six" surpasses the first horseless carriage—

so does the Sierra Built-in Bathtub surpass the old fashioned bathtub.

## **PACIFIC**



## PLUMBING FIXTURES

For Sale by All Jobbers

Branch Offices, Portland and Los Angeles

Factories
Richmond end San Pablo
California

## It's Up to YOU

Main Offices and Show Room

67 New Montgomery St. San Francisco, Cal.



PATENTED
No. 12 Pump
No. 11 Bulb

to buy the best tools for your men, tools which will give the required results, tools which will last the longest. Your men can then do your work satisfactorily.

For the best and most practical furnaces and torches, you should buy the "Always Reliable." No better can be made. Our reputation has been built up by the thousands of users of our goods.

If you have never tried the "Always Reliable" lineyou should do so now, so as to satisfy yourself. "Your jobber will supply you at factory prices.

Otto Bernz, Newark, N. J.

## Dependable Tanks



If you desire the best, choose our

## "Copper Brazed" Construction

Positively hold air without loss of pressure.

Pneumatic and Storage Tanks.

Range Boilers, Riveted or Welded.

Special Tanks for Air, Gas or Liquids.

Manufactured by

WM. B. SCAIFE AND SONS CO.
Pittsburgh, Pa.
Factory, Oakmont, Pa.

## IF YOU HAVE ANY OUTLAWED DEBTS OWING YOU, READ THIS

(Copyright, by Elton J. Buckley.)

Probably every reader hereof, except perhaps somebody fortunate enough to have always sold for cash, has debts which are more than six years old, and which are outlawed under the laws of practically all States. A debt once outlawed cannot be collected, as long as the debtor is shrewd enough not to revive it. If it is revived it can be collected just as if it were not more than six years old.

Generally speaking, there are two ways of reviving an outlawed debt. One is by paying part of it, even though a very small part. A man who has owed \$500 more than six years and who pays even a dollar on it after the six years have run, revives the whole debt, and if he is financially responsible, it can be collected from him.

The other way of reviving a debt more than six years old is by having the debtor clearly acknowledge it and promise to pay it.

If you can get an outlawed debtor to do either of these two things, you can get your money, provided he has it to pay.

Sometimes a debtor will revive an outlawed debt ignorantly, without meaning to, therefore I have seen many creditors shrewdly manipulate things so the debtor would say or do something that would revive the debt, so it could be collected.

An interesting case has just been decided by a State Appeal Court. In Pittsburgh, Pa., two men were in partnership as retail grocers. They did a large business, and bought largely, particularly from a New York jobbing house, to which in time they owed \$5000. The jobbing house tried to collect, but could get only promises. Finally without paying anything, the retail firm were sold out by their landlord for unpaid rent. They did not go into bankruptcy.

This was in 1909. Several years later, in 1912, one of the partners of the defunct firm went into another business, and became prosperous. The New York jobbing house one day sent a representative to him to see if he could not collect something on the old \$5000 debt, which remember was not yet outlawed. The debtor remembered the debt, acknowledged that he owed it and promised to pay "as soon as I get the money." And he went further. He offered the jobber's representative \$50 on account, which, however, was refused on the ground that it was too picayune as a payment on a \$5000 debt. All this was in the presence of two witnesses.

Nothing happened until 1916, when the former partner who had offered the \$50, died without having paid anything. The jobber presented the whole claim of \$5000, with interest, against his estate, and collected it, on the ground that the debt had been revived by the

debtor's offer to pay \$50 on account within the six years. This the lower court upheld, the case was appealed and the Appeal Court has now upheld the verdict in a decision which I will discuss in a moment.

There are two phases of the revival of a debt. Let me illustrate them both:—

First.—A man contracts a debt on January 1, 1910. If nothing is done about it until January 1, 1916, the debt is outlawed, because the six-years statute of limitation has expired. After that, however, it can be revived in either of the two ways I have described. And it makes no difference how old it is, either, if the debtor revives it as I have explained.

Second.—A man contracts a debt on January 1, 1910. I have already explained how the debt would automatically outlaw itself on January 1, 1916, if nothing was done about it before. But suppose the debtor in June, 1913, acknowledges that he owns the debt, and promises to pay it within a reasonable time, or better still, makes a partial payment on it. The debt will not now be outlawed until June 1, 1919, for what the debtor did in June, 1913, gave the six-year period of outlawry a new beginning. If he had acknowledged the debt, or made the payment in September, 1915, it would not then have been outlawed until September, 1921.

The case I have described belonged to the second class. The debt was incurred in 1908, but was acknowledged and partial payment offered in 1912, which then became the new beginning for the outlawry period. Therefore the debt would not have been outlawed until 1918, and the claim against the dead partner's estate was in time in 1916.

With all this the court agreed, and it would be so ruled, I think, everywhere. I quote this from the court's decision:—

A clean, distinct and unequivocal acknowledgement of a debt or an existing obligation, such as is consistent with a promise to pay, is sufficient to toll the statute (revive the debt and start a new period of outlawry). There must, however, be no uncertainty either in the acknowledgement or in the identification of the debt. The acknowledgement must be plainly referable to the very debt upon which the action is based, and must also be consistent with a promise to pay on demand and not accompanied by other expressions indicating a mere willingness to pay at a future time. A mere declaration of an intention to pay is not equivalent to a promise to pay. The acknowledgement must be such as indicates an intention to pay the debt existing at the time of the acknowledgement. The time of payment need not be immediate, but the intention to pay must be present.

In another case a debtor said, speaking of an outlawed debt: "I will pay you all I owe you and if I can do anything for you before that time I will do so, you need not trouble yourself about me that I will not pay you, for I expect to pay all I owe." The court said this wasn't such an acknowledgement and promise as would revive the debt; it was not sufficiently specific or definite.

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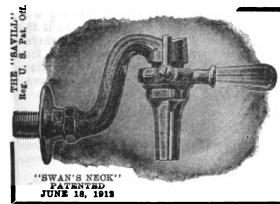


They can be had for top supply, bettom supply, end supply, bottom supply low down and high low down, with either rough or nickel-plated nuts and tails, also that the tail piece can be had for lead pipe or threaded with any thread desired.

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#### Connecting Boof Drains

Editor Questions and Answers: — What is the proper size for a roof drain, and is it right to drain same into the ventilating stack of a dwelling.

J. R. BUSEY.

The exact size of the drain will depend upon the amount of roof space it will have to take care of, but for an ordinary house we believe that one from three to four inches in diameter will be sufficient. It is better to have it a little too large rather than to have it too small and changes are quite expensive to make, especially at the prevailing prices. It is not good practice to connect the roof drain to the ventilating stack. Use the plumbing system for the matters for which it was devised, and make the roof drainage system separate. The roof system is quite likely to collect leaves which are sure to cause stoppages.

#### Getting Purer Air Into the House

Editor Questions and Answers: — Is there any inexpensive way in which I can get a fair amount of pure air into my steam-heated house? All the radiation is direct steam radiators and the house quite well built.

JOHN BISHOP.

You can change some of your first floor radiators for the types of radiators which is known as direct-indirect radiation. This would probably not necessitate any changes in your pipe system, but would require cutting in the floor in base board to secure room for the air conductor to the direct-indirect radiator. The house being well built as you state, it will be also necessary to devise some means of removing air from the room or rooms, as you can force only a certain amount of air into a room unless some means is taken to get the air out. You can also make use of indirect radiation, but it would cost you considerably more to make the changes that such radiation would require.

#### Wants Good Cellar Bottom

Editor Questions and Answers:—Am going to build a home for myself, and though I know this question don't come directly under the head of plumbing, I thought your practical man might know. I want a dry cellar and would like to know the right way to build one. I enjoy reading your magazine and trust to see my question answered soon.

CHAS. TIBBITTS.

Many cases have shown that it is impossible to keep dampness out of a cellar by beginning on the inside to attempt to secure results. Now while tar, tarred paper, cement and all such materials are well enough used as assistants to secure the desired result, they will not succeed if the general scheme is such that the water is thrown, to express it, against the cellar walls and bottom. Speaking at large, see to it that the drainage system is such that the surface water and roof water is easily taken away from the place without having a chance to seep down against the cellar walls and you will have a dry cellar.

#### The Laundry Floor

Editor Questions and Answers:—Will you kindly tell us what material is best for a laundry floor? Is there any way of preparing wood so it will answer for this purpose.

F. H. EDWARDS.

A laundry floor should be made of some material that is impervious to water, and while we have heard of many kinds of substances for treating wood, we do not believe that for this purpose it is a success. The laundry floor should be so made that it can be easily cleaned flushed with a hose if desired. It should have an ample floor drain connected to the sewer and properly trapped. Laundry floors are made of cement, of tile, and of any good natural stone. Speaking generally, we do not favor cement. as it generally cracks and then these cracks always accumulate dirt and filth. A good tile floor well laid and with joints properly made, is about the best thing for the purpose, according to our notion, although we do not set ourselves up as a positive authority.

#### A Very Old Kick

Editor Questions and Answers:—Had occasion to do some gas repair work recently, and the customer sure did kick about his gas meter. As we sell considerably many gas fixtures in the course of a year, would like to know if there is any way of "smoothing down" these kicking customers, though the gas meter comes under the gas company's charge—not ours—yet we sometimes come in for some of the blame.

JOHN ROE & CO.

The kick regarding gas meters is the subject of kicking from the time that meters first began to be used for measuring gas. While there may have been some just causes for kicks in the meters now generally used, any leak in the

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diaphram results in the customer's benefit—not the gas company's. The trouble is that the customer—99 out of 100—don't understand how the meter works. Explain it to him (or her); that is, if you understand it yourself, and if you don't, why make it your business to find out. Carry out the policy of educating your customers and there will be fewer kicks.

#### Venting Steam Mains

Editor Questions and Answers:—Is it good practice to vent the steam mains? Will such a course give any better results to the working of the system?

A HELPER.

On a small job of heating, say five or six radiators with a short main, we doubt if the results would be much better; but in larger jobs say from twenty-five to fifty radiators, we believe that the practice pays. In quite large pipes when the steam is admitted to the pipe—if no air valves are used—the steam will move along the top of the pipe, while cold air remains at the bottom. This causes an unequal expansion of the pipe and is the direct cause of many leaks, cracked fittings and ruined valves. The main should be air vented and the air removed from the bottom of the main—not the top, by introducing a small pipe inside the main. A long large steam main should be so vented every one hundred lineal

## Connecting Radiators for Expansion

Editor Questions and Answers:—Please tell me the safest way to connect steam radiators so as to make all due allowance for the expansion. While in these days of close figuring and high prices, we have to struggle to get out even. We want to know the best way of doing the work.

D. E. & CO.

If you have a two-pipe steam job you will have to connect with sufficient ells and nipples to take up the expansion. If, however, you have a one-pipe job, one of the best ways is to place the supply valve at the opposite end of the radiator from the steam rise, and then carry the branch behind the radiator. If the tie in the riser line be kept close to the floor, you will have enough room to get a good pitch on the pipe running behind the radiator and connected in this manner, there will be swing enough to allow for all usual expansion. If your customer will not "stand" for such connections, you will have to put expansion joints in the steam risers.

#### Piping Points

Editor Questions and Answers:—Had an argument with one of our journeymen as to the most important points of steam heating, and just to settle it, we are referring the matter to your magazine. Will you not mention

at least three points which you consider the most important?

JOHN RHOADES.

We should consider the following points the most important in steam heating jobs:

First—The lines of pipe, mains, branches, etc., should be so run that all condensation shall drain freely to some designated point.

Second—That the pipe lines shall be perfectly free to expand in such a way that the joints will not be strained when the job is under operation. Third, that in all the pipe lines where air would accumulate, suitable air vents be so installed that they remove the air from the steam mains. It is very possible that some fitters will not agree with our judgment, but it appears to us that the foregoing three points are the base of any good system of piping.

#### What Makes Hot Air So Drying

Editor Questions and Answers:—We always speak of hot air furnace air as being so "drying" and make various arrangements for supplying moisture. Just why is the air so drying from a hot air furnace?

H. P. KENYON.

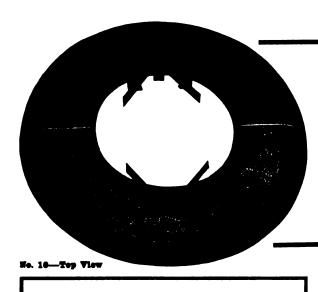
A certain amount of air will take up a certain amount of moisture. Heated air will take up more moisture than cold air. Take say one pound of air at just the freezing point, and it will take up moisture to the extent of .003 of a pound of water. Now, heat air to say 150 degrees, and it will take up some 70 times as much moisture. Now, if you take cold air from the outside and increase its moisture, taking capacity some seventy times (and don't provide the moisture) it will take moisture from the rooms, and in so doing it dries them out. It produces dry throat, the cold feeling, due to moisture evaporating from the skin. This is the reason for the dry furnace air.

#### The Height of the Water Line

Editor Questions and Answers:—Will you please tell me the right height that the water line should be as a heating boiler? In some of the "riggins" we get I doubt very much if this right height is given, and should like to have your advice.

A. J. GROESBECK.

The water gauge should be attached to the boiler so that when the water is in about the middle of the gauge there would be from two to three inches of water above the top of the flues. If you follow this rule you will know that when the gauge is half you have from 2 to 3 inches of water covering the flues. This is of much importance, and will bear close inspection, for we know of several cases where men calling themselves first class fitters contrived to get the water columns on the boilers in very bum shape.



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## GOODS NEEDED IN AUSTRALIA AND NEW ZEALAND

Mr. Editor:

Dear Sir:-Water Cocks, bibs, etc. We have just written American manufacturers of cocks, bibs, etc., for water with regard to the matter of selling their goods in the Australian market, and perhaps the requirements of this trade will be of interest to you, as well as to American manufacturers of similar lines.

The supply of water in different cities and in different territories in Australia is under the control of Water Boards, who determine exactly what fittings may or may not be used on water pipes in the territory

over which they have jurisdiction.

For instance, the supply of water for the city of Sydney and suburbs is under the control of the Sydney Metropolitan Board of Water Supply and Sewerage. This is really a government board, but not fettered in the matter of administration. All water fittings to be used in Sydney and suburbs must conform to specifica-tions given out by the Metropolitan Board of Water Supply. Country districts base their standards on the standards of the Metropolitan Board. Fittings which do not absolutely conform to the specifications of the Board will not be allowed to be used on installations controlled by the Board, which simply means that fit-tings other than those specified will not be stocked or sold.

We are enclosing with this letter a list of water fittings issued by the Sydney Board of Water Supply. This list sets out some 63 items, comprising practically all the fittings in general use. There are several other fittings not on this list, but these are the standard

fittings to be used in New South Wales.

Blue print drawings and specifications attaching to each of these items can be purchased from the Board for the sum of 25 cents per item. No deviation from these drawings and specifications will be allowed, consequently there would be no sale here for ordinary American standard fittings, even if equipped with Whitworth Standard threads.

The Testing Engineer to the Water Board advises that the best and only advisable course for any manufacturer to pursue is to obtain a complete set of drawings, then manufacture a few samples of each of the items, or a few samples of those items proposed to be sold, and send them out here for test. The Board will be only too glad to test them. If they pass the test, the manufacturer will know that he can safely pro-ceed with the manufacture of these items for this market. If after testing the Board finds that alterations are needed, the items will be referred back with suggestions for alterations accordingly. It would be un-wise to send out any quantity of fittings for a start, even after the receipt of drawings. It is best to first send say two samples of each item, and have these tested and approved. The Testing Department state that they have had endless trouble, even with English manufacturers, due to the reason that the English manufacturers have persisted in sending out something dif-fering from their drawings. The attitude of the Board is simply that they know exactly what they want, so that, if something else is sent out, it will merely be rejected, with expense to the manufacturer, and no advantage gained.

The only deviations allowed are for lavatory fit-tings. For these fittings the designs are not standard

or limited, so long as the manufacturer will supply the thickness of metal and the threads specified.

Quotations and Sales. Merchants will consider only quotations delivered into store here. The reason for this is simply that every fitting must be approved by the Testing Department of the Water Board before it is allowed to be soid, and then be stamped with the Board's mark showing that it is so approved. Merchants will not buy unstamped fittings, because anyone purchasing such a fitting from them would not be allowed to use it, and it would merely be returned.

You can thus understand that quotations f. o. b. American ports will not receive much consideration on the Australian market. Just the same, it should not be difficult for manufacturers to give quotations c. i. f. Australian ports. It would, however, be necessary to sell through a representative here, who could pay duty and landed charges, and quote prices to the merchants delivered into store.

#### Metropolitan Board of Water Supply and Sewerage List of Water Fittings.

	List of Water Fittings,	
Ind	ex No. Description. Helio	Price.
7	1/4" Bib Cock (Coles Patent)	1/-
8	14" Bib Cock	1/-
9	1/2" Bib Cock	1/2
42	% Bib Cock High Pressure Washerless	1/-
10	%x%" Bib Cock	1/-
11	%4" Bib Cock	1/-
12	1" Bib Cock	1/-
13	1¼" Bib Cock	
14	1½" Bib Cock	1/
29	2" Bib Cock	1/-
15	Tail pieces for Bib Cocks	1/
19	%4" Path Cock	
20	%4" Path Cock 1" Path Cock	1/-
21	1¼" Path Cock	1/-
22	114" Path Cook	1/-
23	1½" Path Cock 2" Path Cock	1/-
24	21/4" Path Cock 3" Path Cock 4" Path Cock	1/-
44	3" Path Cock	1/-
43	4" Path Cook	1/
26	%" and 1" Main Cock	1/-
27	11/" Main Cook	1/
28	1½" Main Cock	1/
35	34" Main Cock with Swans Patent Elbow.	1/-
16	1/2" and 34" Shower Cocks	1/-
17	1" and 14" Shower Cocks	1/-
18	%4" Toilet Cock	1/
25	1/" Toilet Cook	7/
1	14" Rell Cook	1/-
2	72 Tollet Cock 72" Ball Cock 74" Ball Cock 1" Ball Cock 14" Ball Cock	1/-
3	1" Rell Cook	1/-
4	11/" Rell Cook	1/
5	11/" Bell Cook	1/
6	9" Rell Cook	1/-
32	14. Ball Cock 2" Ball Cock Equilibrium Ball Valve, 34", 32" and 38" 2" Equilibrium Ball Valve, 34", 32" and 38"	
33	2" Familibrium Ball Valva	1/-
34	½" Automatic Ball Cock	1/-
31	Cistern Fittings	/ -
36	Cistorn Fittings	1/
30	Cistern Fittings 242x2" Wheel Valve	1/-
38	2½" Fire Valve, Half size	1/-
39	Combination Silent Ball Valve, Swans Pater	nt 1/-
40	2" Gunmetal Ball Valve	1/-
41	Type drawings Cistern Fittings	1/-
45	Automatic Hose Cock, Bollant's Patent	1/-
46	1" and %4" Brass elbow connections for M	oin
10	Cooks	1/-
47	Cocks. 1¼" and 1" Main Cock elbows	1/.
48	%x1", %x%" Main Cock elbows	1/-
49	1/4" Ball Cock	1/
50	1/2" Ball Cock 34" and 3%" Washerless Bib Cock (J. Dank	1/2
51	3/" and 1/4" Stop Cook	1/-
52	34" and 32" Stop Cock	1/2
53	Standard Fittings for Roard Galud iron my	ilti.
00	flush cistern	1/.
54	Bubbling Drinking Fountain Foundation	and
01	method of fitting	1/.
55	Standard G. I. Multiflush cistern	1/-
56	Standard G. I. fittings for above in lieu	/-
00	brass fittings	1 /.
57	%" and ½" Union	1/-
58	% and ½ Union	
00	nestion OUD COUR WILL 72 CIDOW	1 /
59	nection	1/.
<b>6</b> 0	%4" and ½" Cistern Cock	1/.
61	% x½ x¾" Double Socket Shower Cock.	1/-
62	%x½" Shower Cock with patent connection	חח
63	Float for ½" Ball Cock.	,u.
vo	Float IUI 72 Dail Cuca.	

It should be pointed out that the Metropolitan Board of Water Supply in Melbourne has adopted standards which are slightly different from the standards adopted in New South Wales, inasmuch as Melbourne demands a heavier thickness of metal in fit-tings designed for that city and for the State of Victoria. We do not know whether other boards have further variations, but there are bound to be many items which would be passed by the Water Boards in all States.

It seems peculiar that different States should have different standards, but there it is, and these standards

must be conformed to.

Trusting the above will be of interest to you, Yours very truly,

A. W. STITT.

Hutchinson & Godwin have just closed a deal with the Imperial Valley Hardware Co., whereby they have disposed of the business of the Calipatria Hardware & Furniture Co. to the Imperial Valley Hardware Co. Hutchinson & Godwin have built up a nice business. Vance Wilson, who is a stockholder in the Imperial Valley Hardware Co., will manage the store for the new owners. Mr. Wilson has been in the Imperial Valley for nearly ten years. He was manager of the Imperial store of his firm, and is well fitted for the new field. This acquisition makes the seventh store owned by the Imperial Valley Hardware Co.

"Moses had indigestion like you have, mother," announced little Freddie at the Sunday dinner table.
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tioned his mother.

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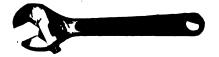
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## CRESCENT TOOL CO. JAMESTOWN, N. Y.



## WISHES TO HEAT GARAGE

Editor Questions and Answers:—I have my garage built about sixty feet from my house. The floor of garage and basement floor of house are about on a level. I have a hot water heating job in my house and the boiler was put in big enough to allow for six additional radiators. Can I heat my garage (which is small) from my house system? Please inform. H. B. GREENE.

It is quite possible to heat your garage, you should run a loop (in the supply main to garage) at least 12 feet high for the purpose of getting a quicker circulation. That is if you have an ordinary open tank system. If you have one of the patented systems you probably will not need the loop. The pipe in the ditch between the house and garage should be covered with good quality of pipe covering over which tile should be slipped and the tile joints connected together with good Portland cement.

## ADVICE AS TO LEARNING A TRADE

Editor Questions and Answers:—Have just turned nineteen years and have been working the past two months in a plumbing shop. The boss wants me to hire out and learn the trade, to start in for six dollars per week and stay with some raise of wages for three years. Would you advise me to take up with his offer?

A BEGINNER.

While either plumbing or heating is a mighty good trade for a young man to learn, we should not advise you to accept this particular offer. There are places where you can get very much more than six dollars a week and still learn the trade. For a green man two dollars a day would be little enough wages in these days of H. C. L.



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## Retail Selling Prices

The following retail selling prices are used by merchants in some of the large cities and are offered as a suggestion to retail merchants in smaller towns and cities where they do not have the opportunity of checking up their prices often. In many instances, owing to keen competition, these prices will be found low. In communities removed from the larger cities, transportation charges should be added. We do not believe these prices will be found high. Many merchants use them as the MINIMUM price at which goods are sold, especially where competition is close. We will be glad to receive suggestions and corrections as to any prices quoted herein and of any items not mentioned. Our service department will be glad to give any assistance.

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22 Long, H. P85 .40	44 Win. or 44-40 SP&	•••	45-60 Win 1.15
22 Long Rifle85 .40	MO Bullets	2.00	45-75 Win 1.25 45-70 Win. 405 Gr. Ld. 1.25
22 Long Rifle, H. P	44 Win. or 44-40 Hi.		45-70 Win. 405 Gr. Ld. 1.25
22 Extra Long 1.00	Vel. SP&MO Bullet 44 Game Getter 1.55	2.05	45-70 Win. 405 Gr. SP& MC 1.50
22 W. R. F	44 Webley 1.85	1.75	MO 1.50 45-70 Win. Hi Vel. SP&
22 Extra Long 1.00	44 Bull Dog 1.20	•••	МО 1.55
22 1908 WID. AUG50	45 Webley 1.85 45 S. & W 2.05		45-90 Win. Lead 1.25
22 1908 Win. Auto H. P55 22 Rem. Auto	45 S. & W 2.05		45-90 Win. SP&MU 1.50
22 Rem. Auto	45 Colts 1.80	2.00	45-90 Win. Hi Vel. SP&
25 Short Stevens	45 Colts Automatic Rifle Cartridges—	2.40	MO 1.60 50-70 Gov't Lead 1.55
25 Short Stevens H. P60	22 Hi. Pr. Sav. SP&MO	1.80	
	6 M-M SPAMO	1.70	Shot Cartridges— 22 Long
25 Stevens H. P80	6 M·M Short Range		22 Long
82 Short, R. F55	SPAMO	1.60	44 Marbles Game Getter 1.45 1.65
82 Ex. Long R. F95	7 M·M Mauser SPAMO	1.70	44 XL 1.50 1.75
88 Short, R. F	7.65 M·M Mauser SP&	1.70	40.82 1.85
88 Long R. F 1.00	MO Mauser SPAMO	1.70	45-70 1.85
41 Short, R. F85	o w. mannichel Rla		Blank Cartridges-
25 Stevens H. P	MC	1.70	32 S. & W
44 71-4 77 70 70	9 M.M Mannlicher SP&		88 S & W
56-56 or other Spencer	MC	1.85 .95	_ Caps and Primers—
etgs 1.10	25.25 Stevens SP 14 MO .75	.90	Percussion
NOTE-5% off 500 to 1000 22 cart-	25.86 Marlin SPAMC	1.15	MITTER CADE 95
ridges, 10% case lots. Pistol Sizes—	25 Rem. SPAMO	1.15	Primers, 100 in box85 Primers, 250 in box80
Pistol Sizes—	25-85 Short Penge Lead	1.15	Loaded Shells—Black Powder—
22 Win. Sgl. Shot 1.20 1.80	25 Rem. SP&MC	1.05 1.45	10 Ga. BB or Buck, per
22-15 Stevens		2.20	DOX 25
25-20 Stevens, SP&MC	280 Ross, Ross make CT & MC 80-80 SP&MC 30-80 Miniature MC		10 Ga. 1 to 10 1.20 12 Ga. BB or Buck 1.10
bullet 1.75 25-20 Mod 92 SP&MC	RORO SPAMO	3.40	12 Ga. 1 to 10 100
bullet 1.60	80-80 Miniature MO	1.80 1. <b>2</b> 0	10 Ga. DB to 10 1.00
25-20 Mod 92 Ld. Bul. 1.80 1.55 25-20 Mod 92 Hi Vel	80-80 Short Range Lead 80 Rem. SP&MO	1.05	20 Ga. 1 to 10
25-20 Mod 92 Hi Vel	80 Rem. SP&MO	1.80	28 Ga. 4 to 7
SPSMU Dullet 1.70	308 Sav. SP&MC	1.80	Smokeless Powder—Low Brass—
25 Colts Aut., SP&MO	808 Sav. SP&MC		Smokeless Powder—Low Brass—  10 Ga. Ball, Buck, BB 1.85
25 Colts Aut., SP&MO	808 Sav. SP&MC 808 Sav. Min. MC 803 Sav. Short Range Lead	1.80	Smokeless Powder—Low Brass—  10 Ga. Ball, Buck, BB 1.85  10 Ga. 1 to 10 1.30  12 Ga. Ball, Buck & BR
25 Colts Aut., SP&MO	303 Sav. SP&MC	1.80 1.20 1.05	Smokeless Powder—Low Brass— 10 Ga. Ball, Buck, BB 1.35 10 Ga. 1 to 10 1.30 12 Ga. Ball, Buck & BB to 10 1.20
SPAMO   Dullet	303 Sav. SP&MC	1.80 1.20	Smokeless Powder—Low Brass— 10 Ga. Ball, Buck, BB 1.35 10 Ga. 1 to 10 1.30 12 Ga. Ball, Buck & BB to 10
1.70   25   Colts Aut., SPAMC   1.80   80 Borchart, SPAMC Bul.   2.10   80 Luger, SPAMC Bul.   2.10   80 Mauser, SPAMC Bul	303 Sav. SP&MC	1.80 1.20 1.05 1.85	Smokeless Powder—Low Brass—  10 Ga. Ball, Buck, BB 1.35  10 Ga. 1 to 10 1.30  12 Ga. Ball, Buck & BB  to 10 1.20  16 Ga. Ball, Buck & BB
1.70   25   Colts Aut., SPAMC   1.80   80 Borchart, SPAMC Bul.   2.10   80 Luger, SPAMC Bul.   2.10   80 Mauser, SPAMC Bul	303 Sav. SP&MC. 303 Sav. Min. MC 803 Sav. Short Range Lead. 30 Spgfid 03 Rimless SP&MC 30 Spgfid 06 Rimless SP&MC 80-220 Win. or Krag	1.80 1.20 1.05	Smokeless Powder—Low Brass—  10 Ga. Ball, Buck, BB 1.35  10 Ga. 1 to 10 1.30  12 Ga. Ball, Buck & BB  to 10 1.20  16 Ga. Ball, Buck & BB  to 10 1.10  20 Ga. Ball & BB to 10 1.10  28 Ga. 4 to 8 1.10
1.70   25   Colts Aut., SPAMC   1.80   80 Borchart, SPAMC Bul.   2.10   80 Luger, SPAMC Bul.   2.10   80 Mauser, SPAMC Bul	303 Sav. SP&MC. 303 Sav. Min. MC 803 Sav. Short Range Lead. 30 Spgfid 03 Rimless SP&MC 30 Spgfid 06 Rimless SP&MC 80-220 Win. or Krag	1.80 1.20 1.05 1.85	Smokeless Powder—Low Brass— 10 Ga. Ball, Buck, BB 1.35 10 Ga. 1 to 10
1.70   25   Colts Aut., SPAMC   1.80   80 Borchart, SPAMC Bul.   2.10   80 Luger, SPAMC Bul.   2.10   80 Mauser, SPAMC Bul	303 Sav. SPAMO. 303 Sav. Min. MC 803 Sav. Short Range Lead 80 Spgfld 03 Rimless SPAMO 80-220 Win. or Krag SPAMO. 80-220 Win. or Krag	1.80 1.20 1.05 1.85 1.85	Smokeless Powder—Low Brass—  10 Ga. Ball, Buck, BB 1.35  10 Ga. 1 to 10
1.70   25   Colts Aut., SPAMC   1.80   80 Borchart, SPAMC Bul.   2.10   80 Luger, SPAMC Bul.   2.10   80 Mauser, SPAMC Bul	303 Sav. SP&MC. 303 Sav. Min. MC 303 Sav. Short Range Lead 30 Spgfld 03 Rimless SP&MC. 30 Spgfld 06 Rimless SP&MC. 30-220 Win. or Krag SP&MC. 30-220 Win. or Krag, Mid. Range SP&MC.	1.80 1.20 1.05 1.85 1.85 1.75	Smokeleas Powder-Low Brass-   10 Ga. Ball, Buck, BB 1.35   10 Ga. 1 to 10
1.70   25   Colts Aut., SPAMC   1.80   80 Borchart, SPAMC Bul.   2.10   80 Luger, SPAMC Bul.   2.10   80 Mauser, SPAMC Bul	303 Sav. SPAMO. 303 Sav. Min. MC 303 Sav. Short Range Lead 30 Spgfld 03 Rimless SPAMO 30 Spgfld 06 Rimless SPAMO 80-220 Win. or Krag SPAMO 30-220 Win. or Krag. Mid. Range SPAMO 303 British SPAMO 32 Rem. SPAMO	1.80 1.20 1.05 1.85 1.75 1.75	Smokeless Powder—Low Brass—  10 Ga. Ball, Buck, BB 1.35  10 Ga. 1 to 10
SPAMO   Dullet	303 Sav. SP&MC. 303 Sav. Min. MC 303 Sav. Short Range Lead	1.80 1.20 1.05 1.85 1.85 1.75	Smokeless Powder—Low Brass—  10 Ga. Ball, Buck, BB 1.35  10 Ga. 1 to 10
SPAMO   Dullet	303 Sav. SPåMC. 303 Sav. Min. MC 303 Sav. Short Range Lead 30 Spgfld 03 Rimless SPåMC 30 Spgfld 06 Rimless SPåMC 30-220 Win. or Krag SPåMC 30-220 Win. or Krag Mid. Range SPåMC 303 British SPåMC 32 Rem. SPåMC	1.80 1.20 1.05 1.85 1.85 1.75 1.55 1.75 1.80	Smokeless Powder—Low Brass—  10 Ga. Ball, Buck, BB 1.35  10 Ga. 1 to 10
SPAMO   Dullet	303 Sav. SP&MC. 303 Sav. Min. MC 303 Sav. Short Range Lead 30 Spgfid 03 Rimless SP&MC. 30 Spgfid 06 Rimless SP&MC. 30-220 Win. or Krag Mid. Range SP&MC. 303 British SP&MC. 32 Rem. SP&MC. 32 Win. Spg Ldg SP& MC. 32 Win. Spg Ldg SP& MC. 32 Win. Spake.	1.80 1.20 1.05 1.85 1.75 1.55 1.75 1.80	Smokeless Powder—Low Brass— 10 Ga. Ball, Buck, BB 1.35 10 Ga. 1 to 10
SPAMO   Dullet	303 Sav. SP&MC. 303 Sav. Min. MC 303 Sav. Short Range Lead 30 Spgfid 03 Rimless SP&MC. 30 Spgfid 06 Rimless SP&MC. 30-220 Win. or Krag Mid. Range SP&MC. 303 British SP&MC. 32 Rem. SP&MC. 32 Win. Spg Ldg SP& MC. 32 Win. Spg Ldg SP& MC. 32 Win. Spake.	1.80 1.20 1.05 1.85 1.85 1.75 1.75 1.75 1.30 2.80	Smokeless Powder—Low Brass—  10 Ga. Ball, Buck, BB 1.35  10 Ga. 1 to 10
SPAMO   Dullet	303 Sav. SP&MC. 303 Sav. Min. MC 303 Sav. Short Range Lead	1.80 1.20 1.05 1.85 1.85 1.75 1.55 1.75 1.80	Smokeleas Powder—Low Brass—  10 Ga. Ball, Buck, BB 1.35  10 Ga. 1 to 10
SPAMO   Dullet	303 Sav. SPAMC. 303 Sav. Min. MC 303 Sav. Min. MC 30 Spx. Short Range Lead 30 Spxfld 03 Rimless SPAMC 30-220 Win. or Krag SPAMC 30-220 Win. or Krag, Mid. Range SPAMC 303 British SPAMC 32 Rem. SPAMC 32 Win. Self Ldg SPA MC 32 Win. Self Ldg SPA MC 32 Win. Special SPAMC 32-40 Lead 32-40 Lead 32-40 SpAMC	1.80 1.20 1.05 1.85 1.75 1.75 1.75 1.80 2.80 1.80 1.80	Smokeless Powder—Low Brass—  10 Ga. Ball, Buck, BB 1.35  10 Ga. 1 to 10
SPAMO   Dullet	303 Sav. SPåMC. 303 Sav. Min. MC 303 Sav. Short Range Lead 30 Spgfid 03 Rimless SPåMC. 30 Spgfid 06 Rimless SPåMC. 30.220 Win. or Krag SPåMC. 30.220 Win. or Krag Mid. Range SPåMC. 303 British SPåMC. 32 Rem. SPåMC. 32 Win. Self Ldg SPå MC. 32 Win. Special SPåMC. 32.40 Lead	1.80 1.20 1.05 1.85 1.85 1.75 1.75 1.80 1.10 1.30 1.30	Smokeless Powder—Low Brass—  10 Ga. Ball, Buck, BB 1.35  10 Ga. 1 to 10
SPAMO   Dullet	303 Sav. SPAMC. 303 Sav. Min. MC 303 Sav. Min. MC 30 Spx!d 03 Rimless SPAMC. 30 Spx!d 06 Rimless SPAMC. 30-220 Win. or Krag. Mid. Range SPAMC. 30-220 Win. or Krag. Mid. Range SPAMC. 30-32 Rem. SPAMC. 32 Win. Self Ldg SPAMC. 32 Win. Special SPAMC. 32 Win. Special SPAMC. 32-40 Lead. 32-40 Lead. 32-40 SPAMC.	1.80 1.20 1.05 1.85 1.85 1.75 1.75 1.30 2.80 1.80 1.80 1.80 1.80	Smokeless Powder—Low Brass—  10 Ga. Ball, Buck, BB 1.35  10 Ga. 1 to 10
1.70   1.80	303 Sav. SPAMC. 303 Sav. Min. MC 303 Sav. Min. MC 30 Sav. Short Range Lead. 30 Spgfld 03 Rimless SPAMC. 30 Spgfld 06 Rimless SPAMC. 30-220 Win. or Krag SPAMC. 30-220 Win. or Krag Mid. Range SPAMC. 303 British SPAMC. 32 Win. Self Ldg SPAMC. 32 Win. Self Ldg SPAMC. 32 Win. Special SPAMC. 32-40 Lead. 32-40 SPAMC.	1.80 1.20 1.05 1.85 1.85 1.75 1.75 1.80 1.10 1.30 1.30	Smokeleas Powder—Low Brass—  10 Ga. Ball, Buck, BB 1.35  10 Ga. 1 to 10
1.70   1.80	303 Sav. SPAMC. 303 Sav. Min. MC 303 Sav. Min. MC 30 Spgfld 03 Rimless SPAMC. 30 Spgfld 06 Rimless SPAMC. 30-220 Win. or Krag SPAMC. 30-220 Win. or Krag SPAMC. 30-220 Win. or Krag Mid. Range SPAMC. 303 British SPAMC. 32 Rem. SPAMC. 32 Win. Self Ldg SPAMC. 32 Win. Self Ldg SPAMC. 32 Win. Special SPAMC. 32-40 Lead. 32-40 SpAMC. 33-40 SPAMC. 33-40 SPAMC. 35 Rem. SPAMC.	1.80 1.20 1.05 1.85 1.85 1.75 1.75 1.30 2.80 1.80 1.80 1.80 1.80	Smokeless Powder—Low Brass—  10 Ga. Ball, Buck, BB 1.35  10 Ga. 1 to 10
1.70   1.80	303 Sav. SPåMC. 303 Sav. Min. MC 303 Sav. Min. MC 30 Spgfid 03 Rimless SPåMC. 30 Spgfid 06 Rimless SPåMC. 30.220 Win. or Krag SPåMC. 30.220 Win. or Krag Mid. Range SPåMC. 303 British SPåMC. 32 Rem. SPåMC. 32 Win. Self Ldg SPå MC. 32 Win. Special SPåMC. 32.40 Lead 32.40 SPåMC. 32.40 SPåMC. 32.40 SPåMC. 32.40 SPåMC. 32.40 Ministure MC. 33 Win. SPåMC. 35 Rem. SPåMC. 35 Win. SPåMC. 35 Win. SPåMC. 35 Win. SPåMC. 35 Win. SPåMC.	1.80 1.20 1.05 1.85 1.85 1.75 1.75 1.80 1.10 1.30 1.10 1.25 1.70 1.45	Smokeless Powder—Low Brass—  10 Ga. Ball, Buck, BB 1.35  10 Ga. 1 to 10
1.70   1.80	303 Sav. SPAMC. 303 Sav. Min. MC 303 Sav. Min. MC 30 Spgfld 03 Rimless SPAMC. 30 Spgfld 06 Rimless SPAMC. 30-220 Win. or Krag. Mid. Range SPAMC. 303 British SPAMC. 32 Rem. SPAMC. 32 Win. Self Ldg SPAMC. 32 Win. Special SPAMC. 32 Win. Special SPAMC. 32 Win. Special SPAMC. 32-40 Lead. 32-40 Lead. 32-40 SpAMC. 32-40 SpAMC. 33 Win. SPAMC. 33 Win. SPAMC. 35 Rem. SPAMC. 36 Win. Self Ldg SPAMC. 37 Win. Self Ldg SPAMC. 38 Win. SPAMC. 39 Win. SPAMC. 38 Win. SPAMC. 39 Win. Self Ldg SPAMC.	1.80 1.20 1.05 1.85 1.85 1.75 1.75 1.30 1.30 1.30 1.30 1.25 1.70 1.45 2.85 1.75	Smokeless Powder—Low Brass—  10 Ga. Ball, Buck, BB 1.35  10 Ga. 1 to 10
SPAMO Bullet 1.70  bullet 1.80  80 Borchart, SPAMO Bul. 2.10  80 Luger, SPAMO Bul. 2.10  80 Mauser, SPAMO Bul. 2.10  80 Mauser in clips, SP  &MO Bullet 95  32 S. & W 90 1.00  32 S. & W. Met. Pt. 1.05  32 S. & W. Long, M. P. 1.15  32 Short Colts 90 1.00  32 Long Colts 1.00 1.10  32 Colts New Pol. or  Pol. Pos 1.00 1.10  32 Win. or 32-20, Lead  bullet 1.80  32 Win. or 32-20 High  vel. SP or MO 1.60  38 S. & W. Aut. SP or  MC 1.55  38 S. & W. Aut. SP or  MC 1.55  38 S. & W. Met. Pt. 1.10  1.55  38 S. & W. Met. Pt. 1.25  38 S. & W. Spee. Met. 1.35  38 S. & W. Spee. Met.  Point 1.50	303 Sav. SPAMC. 303 Sav. Min. MC 303 Sav. Min. MC 30 Spgfld 03 Rimless SPAMC. 30 Spgfld 06 Rimless SPAMC. 30-220 Win. or Krag. Mid. Range SPAMC. 303 British SPAMC. 32 Rem. SPAMC. 32 Win. Self Ldg SPAMC. 32 Win. Special SPAMC. 32 Win. Special SPAMC. 32 Win. Special SPAMC. 32-40 Lead. 32-40 Lead. 32-40 SpAMC. 32-40 SpAMC. 33 Win. SPAMC. 33 Win. SPAMC. 35 Rem. SPAMC. 36 Win. Self Ldg SPAMC. 37 Win. Self Ldg SPAMC. 38 Win. SPAMC. 39 Win. SPAMC. 38 Win. SPAMC. 39 Win. Self Ldg SPAMC.	1.80 1.20 1.05 1.85 1.85 1.75 1.55 1.75 1.80 2.80 1.10 1.80 1.10 1.80 1.10 1.80 1.145 2.85 1.75 1.85	Smokeless Powder—Low Brass—  10 Ga. Ball, Buck, BB 1.35  10 Ga. 1 to 10
SPAMO Dulet	303 Sav. SPAMC. 303 Sav. Min. MC 303 Sav. Min. MC 30 Spgfid 03 Rimless SPAMC. 30 Spgfid 06 Rimless SPAMC. 30 Spgfid 06 Rimless SPAMC. 30 Spame. 31 Spame. 32 Win. Spame. 32 Win. Spame. 32 Win. Spame. 32 Win. Spame. 33 Win. Spame. 33 Win. Spame. 33 Win. Spame. 33 Win. Spame. 34 Spame. 35 Spame. 35 Win. Spame. 35 Win. Spame. 35 Win. Spame. 36 Spame. 38 Spame. 3	1.80 1.20 1.05 1.85 1.85 1.75 1.75 1.30 1.30 1.30 1.30 1.25 1.70 1.45 2.85 1.75	Smokeless Powder—Low Brass—  10 Ga. Ball, Buck, BB 1.35  10 Ga. 1 to 10
SPAMO Bullet 1.70  25 Colts Aut., SPAMO Bul. 2.10  30 Borchart, SPAMO Bul. 2.10  30 Mauser, SPAMO Bul. 2.10  30 Mauser in clips, SP  &MO Bullet 95  32 S. & W 90 1.00  32 S. & W. Met. Pt. 1.05  32 S. & W. Long, M. P. 1.15  32 Short Colts 90 1.00  32 Long Colts 1.00 1.10  32 Colts New Pol. or Pol. Pos 1.00  32 Colts Auto. SPAMO 1.45  32 Win. or 32-20 High vel. SP or MO 1.55  38 S. & W. Aut. SP or MO 1.70  38 S. & W. Aut. SP or MO 1.55  38 S. & W. Met. Pt 1.55  39 Colts New Pol. or 1.45  38 S. & W. Met. Pt 1.55  38 S. & W. Met. Pt 1.55  39 S. & W. Met. Pt 1.55  39 Colts New Pol. or Pol. Pos 1.60  39 Colts New Pol. or Pol. Pos 1.10 1.25	303 Sav. SPAMC. 303 Sav. Min. MC. 303 Sav. Min. MC. 30 Spgfld 03 Rimless SPAMC 30 Spgfld 06 Rimless SPAMC 30 Spgfld 06 Rimless SPAMC 30 Spgfld 06 Rimless SPAMC 30 SPAMC 30 SPAMC 30 SPAMC 30 SPAMC 31 Rem. SPAMC 32 Win. or Krag. Mid. Range SPAMC 32 Win. Self Ldg SPAMC 32 Win. Special SPAMC 32 Win. Special SPAMC 32 Win. Special SPAMC 32 40 Lead 32 40 Lead 32 40 SPAMC 32 40 Hort Range Lead 32 40 Miniature MC 33 Win. SPAMC 35 Win. Self Ldg SPAMC 35 Mod. 1895 SPAMC 35 Mod. 1895 SPAMC 38 55 Lead 38 55 Lead 38 55 SPAMC	1.80 1.20 1.05 1.85 1.85 1.75 1.75 1.80 1.80 1.80 1.80 1.80 1.80 1.90 1.80 1.90 1.80 1.95 1.70 1.45 1.85 2.75 1.85 2.75 1.85	Smokeless Powder—Low Brass—  10 Ga. Ball, Buck, BB 1.35  10 Ga. 1 to 10
SPAMC   Dulet	303 Sav. SPAMC. 303 Sav. Min. MC 303 Sav. Min. MC 30 Spgfld 03 Rimless SPAMC. 30 Spgfld 06 Rimless SPAMC. 30 Spgfld 06 Rimless SPAMC. 30 SpgMC 30 SPAMC 30 SPAMC 30 SPAMC 30 British SPAMC 30 British SPAMC 32 Win. Self Ldg SPAMC. 32 Win. Self Ldg SPAMC. 32 Win. Special SPAMC 32 Win. Special SPAMC 32 40 Lead 35 Win. SPAMC 32 40 Short Range Lead 32 40 Short Range Lead 32 40 Short Range Lead 35 Win. Self Ldg SPAMC 35 Win. Self Ldg SPAMC 35 Win. Self Ldg SPAMC 35 Mod. 1895 SPAMC 35 Mod. 1895 SPAMC 38 55 Lead	1.80 1.20 1.05 1.85 1.85 1.75 1.55 1.75 1.80 2.80 1.10 1.80 1.10 1.80 1.10 1.45 2.85 1.75 1.85 1.85 1.85 1.85	Smokeless Powder—Low Brass—  10 Ga. Ball, Buck, BB
SPAMC   Dulet	303 Sav. SPAMC. 303 Sav. Min. MC 303 Sav. Min. MC 30 Spgfld 03 Rimless SPAMC 30 Spgfld 06 Rimless SPAMC 30.220 Win. or Krag. Mid. Range SPAMC 303 British SPAMC 32 Rem. SPAMC 32 Win. Self Ldg SPAMC 32 Win. Self Ldg SPAMC 32 Win. Special SPAMC 35 Win. Special SPAMC 36 SPAMC 37 Win. Self Ldg SPAMC 38 Win. SPAMC 38 Win. Special SPAMC 38 Win. Special SPAMC 38 Win. Special SPAMC 38 Special SPAMC 38 Special SPAMC 38	1.80 1.20 1.05 1.85 1.85 1.75 1.75 1.80 1.80 1.80 1.80 1.80 1.80 1.90 1.80 1.90 1.80 1.95 1.70 1.45 1.85 2.75 1.85 2.75 1.85	Smokeless Powder—Low Brass—  10 Ga. Ball, Buck, BB
SPAMC   Dulet	303 Sav. SPAMC. 303 Sav. Min. MC 303 Sav. Min. MC 30 Spgfld 03 Rimless SPAMC 30 Spgfld 06 Rimless SPAMC 30.220 Win. or Krag. Mid. Range SPAMC 303 British SPAMC 32 Rem. SPAMC 32 Win. Self Ldg SPAMC 32 Win. Self Ldg SPAMC 32 Win. Special SPAMC 35 Win. Special SPAMC 36 SPAMC 37 Win. Self Ldg SPAMC 38 Win. SPAMC 38 Win. Special SPAMC 38 Win. Special SPAMC 38 Win. Special SPAMC 38 Special SPAMC 38 Special SPAMC 38	1.80 1.20 1.05 1.85 1.85 1.75 1.55 1.75 1.80 2.30 1.10 1.30 1.10 1.30 1.25 1.70 1.85 1.85 1.85 1.85 1.85 1.85 1.85 1.85	Smokeless Powder—Low Brass—  10 Ga. Ball, Buck, BB
SPAMO Bullet 1.70  25 Colts Aut., SPAMO Bul. 2.10  30 Borchart, SPAMO Bul. 2.10  30 Luger, SPAMO Bul. 2.10  30 Mauser, SPAMO Bul. 2.10  30 Mauser in clips, SP  &MO Bullet 95  32 S. & W 90 1.00  32 S. & W. Met. Pt. 1.05  32 S. & W. Long, M. P. 1.15  32 Short Colts 90 1.00  32 Long Colts 1.00 1.10  32 Long Colts 1.00 1.10  32 Colts New Pol. or  Pol. Pos 1.00 1.45  32 Win. or 32-20, Lead  bullet 1.80 1.55  32 Win. or 32-20 High  Vel. SP or MO 1.60  32 Win. or S2-20 High  Vel. SP or MO 1.53  38 S. & W. Aut. SP or  MO 1.55  38 S. & W. Met. Pt. 1.35  38 S. & W. Met. Pt. 1.35  38 S. & W. Spec. Met. 1.35  38 S. & W. Spec. Met. 1.35  38 Colts New Pol. or  Pol. Pos 1.10 1.25  38 Colts New Pol. or  Pol. Pos 1.10 1.25  38 Colts New Pol. or  Pol. Pos 1.10 1.25  38 Short Colts 1.10 1.25	303 Sav. SPAMC. 303 Sav. Min. MC 303 Sav. Min. MC 30 Spgfld 03 Rimless SPAMC 30 Spgfld 06 Rimless SPAMC 30.220 Win. or Krag. Mid. Range SPAMC 303 British SPAMC 32 Rem. SPAMC 32 Win. Self Ldg SPAMC 32 Win. Self Ldg SPAMC 32 Win. Special SPAMC 35 Win. Special SPAMC 36 SPAMC 37 Win. Self Ldg SPAMC 38 Win. SPAMC 38 Win. Special SPAMC 38 Win. Special SPAMC 38 Win. Special SPAMC 38 Special SPAMC 38 Special SPAMC 38	1.80 1.20 1.05 1.85 1.85 1.75 1.75 1.80 1.10 1.80 1.10 1.80 1.10 1.80 1.10 1.25 1.70 1.45 1.85 1.75 1.85 1.60 1.85 1.50 1.50	Smokeless Powder—Low Brass—  10 Ga. Ball, Buck, BB
SPAMU Bullet 1.70  25 Colts Aut., SPAMC Bul. 2.10  30 Borchart, SPAMC Bul. 2.10  30 Luger, SPAMC Bul. 2.10  30 Mauser, SPAMC Bul. 2.10  30 Mauser in clips, SP  &MO Bullet 95  32 S. & W 90 1.00  32 S. & W. Long, M. P 1.15  32 Short Colts 90 1.00  32 Long Colts 1.00 1.10  32 Colts New Pol. or  Pol. Pos 1.00 1.10  32 Win. or 32-20, Lead  bullet 1.30  32 Win. or 32-20 High  Vel. SP or MO 1.60  32 Win. or 32-20 High  Vel. SP or MO 1.53  38 S. & W. Aut. SP or  MO 1.53  38 S. & W. Met. Pt. 1.35  38 S. & W. Met. Pt. 1.35  38 S. & W. Spee. Met.  Point 1.60  38 Colts New Pol. or  Pol. Pos 1.10 1.25  38 Colts New Pol. or  Pol. Pos 1.35  38 Short Colts 1.35  38 Short Colts 1.35  38 Short Colts 1.10 1.25	303 Sav. SPAMC. 303 Sav. Min. MC 303 Sav. Min. MC 30 Spgfld 03 Rimless SPAMC 30 Spgfld 06 Rimless SPAMC 30.220 Win. or Krag. Mid. Range SPAMC 303 British SPAMC 32 Rem. SPAMC 32 Win. Self Ldg SPAMC 32 Win. Self Ldg SPAMC 32 Win. Special SPAMC 35 Win. Special SPAMC 36 SPAMC 37 Win. Self Ldg SPAMC 38 Win. SPAMC 38 Win. Special SPAMC 38 Win. Special SPAMC 38 Win. Special SPAMC 38 Special SPAMC 38 Special SPAMC 38	1.80 1.20 1.05 1.85 1.85 1.75 1.55 1.75 1.55 1.70 1.80 1.80 1.10 1.80 1.10 1.10 1.20 1.45 1.85 1.85 1.85 1.85 1.85 1.85 1.85 1.8	Smokeless Powder—Low Brass—  10 Ga. Ball, Buck, BB
SPAMU   Dulet	303 Sav. SPAMC. 303 Sav. Min. MC 303 Sav. Short Range Lead 30 Spgfld 03 Rimless SPAMC 30 Spgfld 06 Rimless SPAMC 30 Spgfld 06 Rimless SPAMC 30 Spgfld 06 Rimless SPAMC 30 SPAMC 30 SPAMC 30 British SPAMC 30 British SPAMC 32 Win. Self Ldg SPAMC 32 Win. Self Ldg SPAMC 32 Win. Special SPAMC 32 Win. Special SPAMC 32 40 Lead 32 40 Lead 32 40 Short Range Lead 32 40 Short Range Lead 32 40 Short Range Lead 35 Win. Self Ldg SPAMC 36 Win. Self Ldg SPAMC 37 Win. Self Ldg SPAMC 38 Win. Self Ldg SPAMC 38 55 Lead 38 55 Lead 38 55 Lead 38 56 Lead 38 56 SPAMC 38 56 SPAMC 38 57 Lead 38 70 Lead 38 72 Lead 38 74 Lead 38 75 Lead 38 77 Lead 38 78 Lead 38 77 Lead 38 78 Lead 38 77 Lead 38 78 Lead 38 78 Lead 38 79 SPAMC	1.80 1.20 1.05 1.85 1.85 1.75 1.55 1.75 1.80 1.10 1.80 1.10 1.80 1.10 1.85 1.75 1.85 1.75 1.85 1.75 1.85 1.65 1.85 1.55 1.55 1.55 1.55	Smokeless Powder—Low Brass—  10 Ga. Ball, Buck, BB 1.35  10 Ga. 1 to 10
SPAMU   Dulet	303 Sav. SPAMC. 303 Sav. Min. MC 303 Sav. Short Range Lead 30 Spgfld 03 Rimless SPAMC 30 Spgfld 06 Rimless SPAMC 30 Spgfld 06 Rimless SPAMC 30 Spgfld 06 Rimless SPAMC 30 SPAMC 30 SPAMC 30 British SPAMC 30 British SPAMC 32 Win. Self Ldg SPAMC 32 Win. Self Ldg SPAMC 32 Win. Special SPAMC 32 Win. Special SPAMC 32 40 Lead 32 40 Lead 32 40 Short Range Lead 32 40 Short Range Lead 32 40 Short Range Lead 35 Win. Self Ldg SPAMC 36 Win. Self Ldg SPAMC 37 Win. Self Ldg SPAMC 38 Win. Self Ldg SPAMC 38 55 Lead 38 55 Lead 38 55 Lead 38 56 Lead 38 56 SPAMC 38 56 SPAMC 38 57 Lead 38 70 Lead 38 72 Lead 38 74 Lead 38 75 Lead 38 77 Lead 38 78 Lead 38 77 Lead 38 78 Lead 38 77 Lead 38 78 Lead 38 78 Lead 38 79 SPAMC	1.80 1.20 1.05 1.85 1.85 1.75 1.55 1.75 1.80 2.30 1.10 1.30 1.10 1.30 1.25 1.70 1.45 2.85 1.60 1.55 1.50 1.50 1.45	Smokeless Powder—Low Brass—  10 Ga. Ball, Buck, BB 1.35  10 Ga. 1 to 10
SPAMU   Dulet	303 Sav. SPAMC. 303 Sav. Min. MC 303 Sav. Short Range Lead 30 Spgfld 03 Rimless SPAMC 30 Spgfld 06 Rimless SPAMC 30 Spgfld 06 Rimless SPAMC 30 Spgfld 06 Rimless SPAMC 30 SPAMC 30 SPAMC 30 British SPAMC 30 British SPAMC 32 Win. Self Ldg SPAMC 32 Win. Self Ldg SPAMC 32 Win. Special SPAMC 32 Win. Special SPAMC 32 40 Lead 32 40 Lead 32 40 Short Range Lead 32 40 Short Range Lead 32 40 Short Range Lead 35 Win. Self Ldg SPAMC 36 Win. Self Ldg SPAMC 37 Win. Self Ldg SPAMC 38 Win. Self Ldg SPAMC 38 55 Lead 38 55 Lead 38 55 Lead 38 56 Lead 38 56 SPAMC 38 56 SPAMC 38 57 Lead 38 70 Lead 38 72 Lead 38 74 Lead 38 75 Lead 38 77 Lead 38 78 Lead 38 77 Lead 38 78 Lead 38 77 Lead 38 78 Lead 38 78 Lead 38 79 SPAMC	1.80 1.20 1.05 1.85 1.85 1.75 1.75 1.80 1.75 1.80 1.10 1.80 1.10 1.25 1.70 1.45 1.85 1.75 1.85 1.75 1.85 1.70 1.45 1.85 1.50 1.50 1.50 1.50 1.85	Smokeless Powder—Low Brass—  10 Ga. Ball, Buck, BB
SPAMU   Dulet	303 Sav. SPAMC. 303 Sav. Min. MC 303 Sav. Short Range Lead 30 Spgfld 03 Rimless SPAMC 30 Spgfld 06 Rimless SPAMC 30 Spgfld 06 Rimless SPAMC 30 Spgfld 06 Rimless SPAMC 30 SPAMC 30 SPAMC 30 British SPAMC 30 British SPAMC 32 Win. Self Ldg SPAMC 32 Win. Self Ldg SPAMC 32 Win. Special SPAMC 32 Win. Special SPAMC 32 40 Lead 32 40 Lead 32 40 Short Range Lead 32 40 Short Range Lead 32 40 Short Range Lead 35 Win. Self Ldg SPAMC 36 Win. Self Ldg SPAMC 37 Win. Self Ldg SPAMC 38 Win. Self Ldg SPAMC 38 55 Lead 38 55 Lead 38 55 Lead 38 56 Lead 38 56 SPAMC 38 56 SPAMC 38 57 Lead 38 70 Lead 38 72 Lead 38 74 Lead 38 75 Lead 38 77 Lead 38 78 Lead 38 77 Lead 38 78 Lead 38 77 Lead 38 78 Lead 38 78 Lead 38 79 SPAMC	1.80 1.20 1.05 1.85 1.85 1.75 1.55 1.75 1.80 2.30 1.10 1.30 1.10 1.30 1.25 1.70 1.45 2.85 1.85 1.85 1.85 1.50 1.36 1.50 1.50 1.45 1.85 1.85 1.50 1.50 1.45	Smokeless Powder—Low Brass—  10 Ga. Ball, Buck, BB
SPAMO Bullet 1.70  bullet 1.80  80 Borchart, SPAMC Bul 2.10  80 Luger, SPAMO Bul 2.10  80 Mauser, SPAMO Bul 2.10  80 Mauser in clips, BP  &MO Bullet 95  32 S. & W 90 1.00  32 S. & W. Met. Pt 1.05  32 S. & W. Long, M. P 1.15  32 Short Colts 90 1.00  32 Long Colts 90 1.00  32 Colts New Pol. or  Pol. Pos 1.00 1.10  32 Win. or 32-20 Lead  bullet 1.30 1.55  32 Win. or 32-20 High  Vel. SP or MO 1.60  32 Win. or 32-20 High  Vel. SP or MO 1.70  35 S. & W. Aut. SP or  MO 1.01  38 S. & W. Met. Pt 1.35  38 S. & W. Met. Pt 1.35  38 S. & W. Spec 1.35  38 S. & W. Spec 1.35  38 Colts New Pol. or  Pol. Pos 1.10 1.25  38 Colts New Pol. or  Pol. Pos 1.10 1.25  38 Colts New Pol. or  Pol. Pos 1.10 1.25  38 Colts New Pol. or  Pol. Pos 1.10 1.25  38 Colts New Pol. or  Pol. Pos 1.10 1.25  38 Colts New Pol. or  Pol. Pos 1.10 1.25  38 Colts New Pol. or  Pol. Pos 1.10 1.25  88 Colts New Pol. or  Pol. Pos 1.10 1.25  88 Colts New Pol. or  Pol. Pos 1.10 1.25  88 Colts Aut. SP&MO 1.35  38 Colts Aut. SP&MO 2.10  38 Colts Aut. SP&MO 2.10  38 Colts Aut. SP&MO 2.10  380 Colts Aut. SP&MO 2.10	303 Sav. SPAMC. 303 Sav. Min. MC 303 Sav. Min. MC 30 Spgfld 03 Rimless SPAMC 30 Spgfld 06 Rimless SPAMC 30.220 Win. or Krag. Mid. Range SPAMC 303 British SPAMC 32 Rem. SPAMC 32 Win. Self Ldg SPAMC 32 Win. Self Ldg SPAMC 32 Win. Special SPAMC 35 Win. Special SPAMC 36 SPAMC 37 Win. Self Ldg SPAMC 38 Win. SPAMC 38 Win. Special SPAMC 38 Win. Special SPAMC 38 Win. Special SPAMC 38 Special SPAMC 38 Special SPAMC 38	1.80 1.20 1.05 1.85 1.85 1.75 1.75 1.80 1.75 1.80 1.10 1.80 1.10 1.25 1.70 1.45 1.85 1.75 1.85 1.75 1.85 1.70 1.45 1.85 1.50 1.50 1.50 1.50 1.85	Smokeless Powder—Low Brass—  10 Ga. Ball, Buck, BB

RETAIL SELLING	PRICE—Continued.
ADZES—Whites or Bartons—House, \$3.90 each; Railroad, \$4.15; Ship 4½, \$4.05; Ship 4½, \$4.45; Lipd., \$4.60; \$4.15; Ship 4½, \$4.05, Lipd., \$4.60; Ship 4½, \$4.45, Lipd., \$4.85, Lipd., \$4.85, Ship 4½, \$4.45, Lipd., \$4.85, Ship 4½, Ship	18-16
Lipd., \$4.85. Lippin.cotts—Hous, \$4.00; Ship, \$72, \$4.45, Lipd., \$4.85. Lippin.cotts—House, \$2.50 Ship, \$3.00. ANCHORS—Screws per 100, 3-16, \$4.15; ¼, \$6.25. ANVILS—Vulcan—No. 2, 20-1b., \$6.50; No. 3, 30-1b., \$7.50; No. 3, 40-1b.	16
No. 4, 40-lb., \$8.75; No. 5, 50-lb., \$10; No. 6, 60-lb., \$11; No. 7, 70-lb., \$12; No. 8, 80-lb., \$13. Trenton—80 to 425 lb., 22½c lb.; 70 to 79 lb., 23c lb.; 60 to 69 lb., 23½c lb.; 50 to 59 lb., 24½c lb. With Clip Horn, 2c per lb.	Steers, small, \$2.00; large, \$2.50.
extra. Columbia, All Steel—80 lbs. and over, 2072c lb.	BLADES—Hack Saw—8-in., 10c; 9-in., 15c; 10-in., 15c; 12-in., 20c. Power, 14-in., 85c.  EXTENSION BIT HOLDERS—12-in., \$1.25 each; 18-in.,
APRONS—Carpenters—California Leg, \$1.50; No. 12 Long Brown, \$1.25; No. 2 Short Brown, 60c. ASBESTOS—	#1.50 each; 24-in., #1.75. BLOCKS—Wood Tackle.
Mill Board\$ .30 per lb. \$ .35 per lb. Paper	Com. Com. Com. Pat. Pat. Pat. Sngl. Dbl. Triple Sngl. Dbl. Trpl. 3-inch\$ .80 \$1.45 \$1.90 \$1.20 \$2.20 \$8.20
Wicking, 1-lb. lots, per lb. 1.35	4-inch95 1.75 2.85 1.80 2.50 8.60 5-inch 1.00 1.90 2.50 1.40 2.80 8.85
AUGERS— Nut ——Ship——————————————————————————————————	6-inch
	10-inch 3.00 4.90 6.85 3.85 6.60 9.85 12-inch 4.85 8.25 11.70 5.80 10.00 14.50
1     .60     11     1.80     1.55       1     1.15     12     1.80     1.55       1     1.40     18     1.40     1.65	BLOCKS—Steel Tackle Size Size Size Size
1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	8-inch
2 2.50 16 1.60 1.85 24 8.00 17 1.70 2.00	5-inch 1.10 2.00 6-inch 1.25 2.25 8-inch 1.85 3.25
2½ 8.75 18 1.70 2.00 2½ 5.00 19 1.90 2.25	10-inch 8.00 5.00
8 6.75 20 1.90 2.25 21 2.00 2.40	BLOCKS—Wood Snatch.
Boring Machine         22         2.00         2.40           28         2.85         2.70	8-inch
1	12-inch 7.50 BLOWERS—No. 400 Champion, \$35.00; No. 40 Lancaster,
1%	\$20.00: Royal. \$30.00.
2 2.00 28 2.85 8.75 29 8.75 4.25	BOARDS—Store—W. L.: 24x24, \$1.40; 24x36, \$2.00; 26x26, \$1.65; 26x32, \$2.00; 26x28, \$1.95; 26x34, \$2.25; 80x36, \$2.25; 80x38, \$2.75; 80x38, \$2.80; 32x42, \$8.25; 80x36, \$2.55; 80x38, \$2.75; 80x38, \$2.80; 32x42, \$8.25; 86x36, \$3.35; P. L.—18x18, 55c; 24x24, \$1.00; 26x36, \$1.15; 28x28, \$1.25; 30x30, \$1.50; 26x30, \$1.45; 28x35, \$1.65; Wash Boards—Glass Queen, each 65c; Brass Queen, each
Ouban Ring         80         3.75         4.25           1          1.50         31         4.25         5.00	\$3.35. P. L.—18x18, 55c; 24x24, \$1.00; 26x26, \$1.15; 28x28, \$1.25; 30x30, \$1.50; 26x80, \$1.45; 28x28, \$1.65.
1 4 1.75 82 4.25 5.00 1 4 2.00 1 4 2.50 2 2.50 2 2.85	Wash Boards—Glass Queen, each 65c; Brass Queen, each 85c; Zinc Queen, each 50c.
2 2.85	BOXES—Mitre— Goodell— Langdon—
Vaughns\$1.65	26x4\$15.00 15
Iwan 6-inch       2.50         Eureka       2.00	80x5 17.00 Acme— 80x6 19.00 72 17.00
AXES—Boys American, \$1.50; best grade, \$1.75. Single Bit Hdl. Am., \$2.00; best grade Hdld., \$2.25. Dble. Bit Ameri-	New Langdon Imp.— 78
AXES—Boys American, \$1.50; best grade, \$1.75. Single Bit Hdl. Am., \$2.00; best grade Hdld., \$2.25. Dble. Bit Ameri- can, \$2.50; best grade Hdld., \$3.00. Not Hdld.—S. B. best grade, \$2.00; D. B., best grade, \$2.50.	84
BABBITT—1, 85c lb.; 2, 80c lb.; 8, 27c lb.; 4, 22c lb.; Magnolia, 50c lb.; OH, 75c lb.; Motor, \$1.00 lb.	85     17.50     50½     7.50       Stearns—     244     14.00       1     2.75     358     16.25
BATTERIES—Dry, 2½x6, each 45c. BARS—Bent Claw, 20-in., each, 75c; 24-in., 85c; 80-in., \$1.	Perfection— 460 19.00
	Parts: Add to list, 25%.
No. 2, 60c each; No. 8, 45c each; No. 4, 85c each; No. 5, 80c each; No. 6, 25c each; No. 7, 20c each.	BOLTS— Carriage— Contractors. Retail, by doz. Small
BELLS—Kentucky Cow—No. 0, 85c each; No. 1, 75c each; No. 2, 60c each; No. 8, 45c each; No. 4, 85c each; No. 5, 80c each; No. 6, 25c each; No. 7, 20c each. No. 6, 25c each; No. 7, 20c each. BEVELS—Sliding T—No. 18: 6-in., 75c 8-in., 90c; 10-in., \$1.00. No. 25: 6-in. 50c; 8-in., 55c; 10-in., 60c; 13-in., 65c; 14-in., 75c.	LargePlus 25% Plus 50%
BIBBS—Compression. Size List Retail Fin. Plain	Small
N. P. Plain	Stud
%     28.80     1.80       Fin. Hose     1.45	6
N. P. Hose	10
Fullers N. P. Plain—	14 4.25 8.75 8.25 16 4.50 4.50
% 32.40 2.10 Flanged, Fem	998 921 955 8 3.00 3.00 10 4.15 3.25 1.50
# 39.60 2.50 Flanged, Male ½ 86.00 2.25 Fullers N. P. Hose—	12 8.50 1.65 8008 8010 8012 8014
Billulation	PS&W\$3.00 \$3.25 \$3.50 \$3.75 BRACKETS—Shelf—
%     36.00     2.25       Flanged, Fem.     ½     37.80     2.85       %     48.20     2.70	Japanned— Pair B. P.— Pair 8x 4
5/4     43.20     2.70       Flanged, Male     1/2     39.60     2.50       5/4     45.00     2.80	4x 5
BITS—Auger Car R. J. Irwin Irwin Common	6x 8
8·16	8x10
5·16	12x14 1.00 12x14 1.25
7·16	BRADS—Wire. Bulk per lb. 1/2-lb. pkgs. 1/4-lb. pkgs. 1/4 lb. pkgs. 1/4 l
9·16	BRADS—Wire. Bulk per lb. ½-lb. pkgs. ¾-lb. pkgs. ¼-lb.
11.16	RRASS-Sheet-Roft per lb Que: Half Hard \$50: Sign \$00:
12-16	Spring, \$1.10.

BREAD MAKERS—Universal—No. 2. each. \$2.25: No. 4. \$2.50; No. 8, \$3.50. BUCKETS—	CHISELS— Bucks Whites Bucks Diamond No. 36 No. 2 No. 4 Point 1/4
Common Galv. Each Stock— Each	<b>½</b>
8\$ .40 14\$ .90 10 1.00	½
1266 18 1.15 1465 20 1.25	%
16	<b>%</b> 95 <b>1.25 1.25</b>
Garbage Galv. Each 10 Qt	1 1/4 1.10 1.40 1.00
03 1.85 Wood— Each	1½ 1.15 1.50 1.05 1¼ 1.80 1.60 1.15
08\$ .85 Strap ear 90	2 1.40 1.80 1.25
BOTTLES—Vacuum.  Thermos. Universal.	Com. Special Cape Nose
10\$1.75 61 \$1.75	¼        5-16        .15     .80       .85     .85
11 2.00 21 2.00	<b>%</b>
11q 8.25 22 8.25 14 2.25 71 2.25	½
14q 8.50 72 8.50	<b>3.</b>
15 ½ 2.75 91 8.00 15 8.00 92 4.50	1
15q 4.50 81 8.25 6 8.25 82 5.00	Cold Eye or Hot Eye— 1-inch
6q 5.00	1 1/4 · inch
Fillers—Thermos and Universal.  1/2 Pint\$1.25	1 % inch 1.00
1 Pint 1.50	1 ½-inch
1 Quart 2.50 Lunch Kits— Thermos. Universal.	2-inch 2.25
891 & 395\$3.00 \$10 \$3.25	CLAMPS— Mall. Screw Door—Stearns— Pair
892 & 896	2 ½-inch\$ .50 2-inch\$4.75 8-inch 6.00
894 & 898	4-inch75 4-inch 7.00
CANS—Garbage—15, \$3.50; 16, \$4.00; 18, \$4.50; 20, \$5.00. Oil, Galv., size 1 Gal., each, 50c; size 2 Gal., 85c; 5 Gal. with faucet, \$1.50; 5 Gal. with spout, \$1.45.	5-inch90 5-inch 8.00 6-inch 1.15 6-inch 12.50
	8-inch 1.75 10-inch 2.50 Universal—
CANTHOOKS—Maple Handle 2½x4½, each, \$2.25. CAPS—Roofing per lb., 15c.	12-inch 2.75 No. 88 2.75
CARBORUNDUM—Grain, per lb., bulk, 40c.	CLEVISES—Malleable, 15c lb. CLIPS—Wire Rope "Bulldog"—8-16 to % inc., each 15c;
CHAIN—German Coil. 000, 9c ft.; 00, 8c ft.; 0, 7c ft.; 1, 7c ft.; 2, 6c ft.; 8 and	¼. 15c: %. 20c; %, 80c; %, 85c; 1-in., 45c. CLIPPERS—Bolt—
larger, 51/2 ft. Passing Link—00 (3-16), 8c ft.; 000 (18-64), 8c ft.	New Easy— Extra Cutters
Proof Coil- Black, lb. Tested, lb. Galvd., lb.	No. 0\$3.85 No. 0\$2.00 No. 1 4.25 No. 1 2.25
8-16 \$ .22 \$ .40 \$ .27 7-8285	No. 2 6.00 No. 2 5.00
1-4	No. 8 7.65 No. 8 8.75 O. K.—
5-16	10-inch
11-82	CLOCKS—Alarm—Flash, each, \$1.50; Indian, \$1.25; Cascade, \$2.00; Recall, \$2.50.
7-16	CLOTH—Emery Nos. 00 to 8, 10c per sheet straight. Carborundum or Aloxite, Nos. 80 to 180, 10c straight. Hard-
1.2	ware Cloth, Nos. 2, 3 & 4, 10c sq. ft.
1	WIRE CLOTH— Black, sq. ft\$ .04 Pearl
Brass Safety— yd. 1425 .10 .00	Galvanized06 Copper Bronse16 CLEANERS—Window—
0	Rubber Wood Floor
2	10-inch\$ .25 16-inch\$ .40 14-inch\$ .40 12-inch80 18-inch45 16-inch50
Nickle Safety— yd. 5-16—12\$3.00 0	14-inch85 OOAL—Blacksmith—
1	Catch weight sacks, per 100 lbs\$1.85
Brass, Yd. Iron, Yd. 14 8.75	Per 125-lb. sack
8 \$ .65 \$ .20 16 4.00 1050 .15 Breas Ladder— Yd.	No. 1, 16x18\$18.00 No. 5, 20x24\$17.50
1280 .10 Size 1525	No. 2, 18x20 15.00 No. 6, 16x18 14.50 No. 3, 20x24 20.00 No. 7, 20x24 17.50
CHALK—Carpenters, per piece, 2%c. School Crayon, per gross 50c; 6 for 5c.	No. 4, 16x18 11.00 No. 8, 18x24 28.00 COLORS—Dry— J.b. Lb.
OHALK LINE—Yellow, per 100 ft. hank, 15c. Braided White, 20-ft. hanks, size 120, each 5c; size 220, 5c size 320, 5c. 50-ft. balls size 150, each 10c; size 250, each	Lamp Black
820, 5c. 50-ft. balle, size 150, each 10c; size 250, each	Prussian Blue85 Chrome Yellow25
10c; size 850, each 10c.	Ultra Blue50 Ochre Golden10 Umber Raw15 Ochre Yellow04
CHECKS—Door—A-11, \$4.10; B-12, \$5.50; C-13, \$6.80; D-14, \$7.70; E-15, \$10.50. For hold open arm add 75e each.	Umber Burnt
CHOPPERS—Meat and Food— Universal— Enterprise—	Sienna Burnt15
0	COLORS—In Oil— Black—Eng Coach lb.\$ .50 Red—Amer Verm. lb60
2 2.25 501 1.25	Ivory Drop, lb
8 8.00 602 1.50 CHURNS—Barrel—	Rine—Prossien 4 ib 40 Indian 80
Acme 8 Gal 1.50	1 lb 1.25 Rose Pink
0	Ultrum ¼ lb
2 6.25 5 10.50 6 Gal 2.00 Glass Family— Dash and Hdl. extra15	1 lb60 Carmine 1.85
Universal— Dazey— Sturges Steel—	Brown—R&B Sienna 1 .40 Para 1.25
15\$1.50 10\$1.25 1\$6.00 8\$8.00 25\$00 20\$1.75 2\$7.00	Umber 1 lb40 Yellow—Chrome lb50 Yan Dyke 1 lb50 Ochre—Golden lb85
25 2.00 20 1.75 2 7.00 35 2.50 30 2.25 Improved Cylinder— 45 3.00 40 2.75 1 \$3.25 8 \$4.50	Green—Chrome 1 lb40 Yellow, 1 lb25 Welding Heat Cherry Climax
Dash IX Tin— 2 8.75 4 5.00 2 Gal \$1.85	5-lb. boxes, lb

BETAIL SELLING	
COPPER—Sheet, 85c lb. CORD—Sash— —Common— —Silver Lake—	9-16 1.40 5-16 4.85 19-82 1.50 % 6.00
Hank Ft. Lb. Hank Ft. Lb.	<b>1.60 7.16 8.50 21.82  1.70 </b>
No. 7 1.10 .01% .65 1.75 .02% .90	11-16 1.80 Each 23-32 1.90 9-16 1.40
No. 8 1.35 .02 .65 2.00 .08 .90 No. 9 1.75 .02½ .65 2.50 .08½ .90	% 2.00 % 1.60 25-82 2.10 Shank No. 116. each.
No. 10 2.00 .03 .65 8.00 .04 .90 No. 12 2.75 .08 % .65 4.00 .05 .90	18-16 2.20 ¼
Samson Spot, per lb	%
No. 0, Pk	1470 1 1-16 2.70 5-1680 1 14 2.90
No. 2, Pk	<b>%</b>
3.32 & Smaller 7.64 1.8 5.32 3.16 1.4 5.16 8.8	7-16 1.00 1½ 8.80 ½ 1.10 15-16 8.60 9-16 1.20 1¾ 8.90
14 M. \$1.05 \$1.20 \$1.50 \$2.10	% 1.80 1 7-16 4.20 11-16 4.50
% M. 1.25 1.45 1.75 2.45 3.85	4 1.70 08 1.50 13-16 1.90 8 1.75
1 M. 1.45 1.65 2.00 2.80 8.85 6.00 9.75 C25 .30 .35 .45 .65 1.00 1.60	% 2.10 518 2.00 15-16 2.80
1 ¼ M. 1.65 1.90 2.30 8.15 4.35 7.05 11.25 C25 .30 .40 .50 .75 1.20 1.90	1 1-16\$ 5.50  Bench Drills.  1 1-16\$ 5.50
1 14 M. 1.85 2.10 2.50 8.50 4.85 8.10 12.75 21.60 C30 .35 .40 .60 .80 1.85 2.15 8.60	11/2 2.90 81/2 7.35
1 % M. 2.05 2.35 2.80 8.85 5.40 9.15 14.25 28.75 C35 .40 .45 .65 .90 1,50 2.40 4,00	1 ½ 3.80 10½ 20.00 1 5.16 8.60 490½ 18.50 1½ 8.90 1008 12.00 1 7.16 4.20 1005 18.00
2 M. 2.20 2.55 3.10 4.20 5.90 10.20 15.75 25.90 C35 .45 .50 .70 1.10 1.70 2.65 4.30	1% 3.90 1008 12.00
2¼ M 3.30 4.50 6.40 11.25 17.25 28.00 C	1½ 4.50 11 20.00
2½ M 3.55 4.85 6.90 12.80 18.75 80.25 C	Shank No. 120. Breast Drills. 45 5.92
8 M 7.90 14.40 21.75 84.55	8-1650 245 4.50
ORAYON—Lumber, each 15c; 2, 25c.	60 6 5.00
CRAYON—Lumber, each 15c; 2, 25c.  Hose Couplings—Com. Size ½, each 20c; ¾, 20c; ¾, 20c.  CUTTERS—Pipe—Barnes—No. 1, \$2.90 each; No. 2, \$3.90;  No. 3, \$6.50; No. 4, \$13.00.  Saunders—No. 1, \$2.10 each;  No. 2, \$3.15; No. 3, \$7.70.  DAMPERS—Stove Pipe—3, 15c; 4, 20c; 5, 20c; 6, 25c; 7,	%80 277 Feed Frame 5.50
No. 2, \$3.15; No. 3, \$7.70.	7-1690 186 8.00
80C: 8. 40C: 9. 80C: 10. 60C.	9-16 1.10 Chain Drill. 9.25
DIVIDERS—Wing No. 85— 6 \$ .50 10 \$ .90	11-16 1.50 816 8.50 4 1.70 817 4.00
765 12 1.00 875	13-16 1.90 818 5.00 % 2.10 Surgeon's Drill.
No. 649, 6-inch\$7.50 No. 650, 8-inch\$10.50	15-16 2.80 815 4.00 Hand Drill.
DOORS—Ash Pit— 8x8, each\$1.40 10x12, each\$1.80	4
8x10, each 1.50 12x15, each 3.00 DOORS—Screen—	5 1/4 4.00 349 2.50 5 1/4 B 4.00 385 5.50
Common, %-inch, 2-6x6-6	49 1.50 879 2.40 52 2.20 445 4.85
Common 1½-inch, 2-6x6-6     1.75       Common 1½-inch, 2-8x6-8     1.85       Common 1½-inch, 2-10x6-10     2.0e       Common 1½-inch, 3x7     2.15	58 2.40 455 5.00 54 3.00 545 7.00
Common 1 1/4 - inch, 2-10x6-10	154 8.00 550 6.75 555 8.50 1530 4.15
DRILLS—'	1480 2.75 1540 5.75
Bit Stock No. 114 Dos. 29-82 2.80 8-82 2.70 16-16 3.00	1455 5.00 1550 6.25
14 8.00 81-82 8.25 5-82 8.50 1 8.50	ELBOWS—Conductor— 1555 8.50 Pl. Rd. Sq. Cor. Rd. Adj.
8-16 4.00 1 1-82 8.75 7-82 4.50 1 1-16 4.00	2-inch\$ .35
34     5.00     1.8.32     4.25       5-16     7.00     1½     4.50       34     8.50     1.5.82     4.75	4-inch
7-16	2-inch
14	4-inch
%	ELBOWS—Stove Pipe— Adj. Adj. Com. Pol. Com. Pol. Galvd.
1 86.00 1 4 6.25	8 \$ .20 \$ .85 \$ .25
1.5 Ga	5
6-10 Ga	7
16-20 Ga	No. 60, per lb\$ .25 Flour Emery—
26-80 Ga 1.80 1 19-82 10.00 81-85 Ga 1.75 1 1 2 10.50	No. 80, per lb25 Stones—(See Stones)
	No. 90, per lb 25 Cloth—(See Cloth) No. 100, per lb 25 Wheels—(See Wheels)
41-45 Ga 1.70 1 11-16	No. 120, per lb 25 FASTENERS—Casement, Common Brass Plated, 25c; Sash,
	Common Brass Plated. 10c.  FAUCETS— Cork Lined— 8-inch each
Taper Shank No. 106 each. 1 13-16 . 14.00 . 4. 4. 4. 127-82 . 14.75 . 14.75	7-inch each\$ .15 9-inch each
8-16	lb., \$6.00. Tarred, 250-ft. roll, \$1.85 each; 500-ft. roll, \$2.60 each.
17.75 9.82	FIGURES—Steel. % each \$ .15 % set \$ .90
5-16	8-16 each
%	5-16 each
7-16 1.00 3-16 2.25 15-82 1.10 7-82 2.75	FIXTURES—Grindstone—Auto: 01, \$1.50; 02, \$2.50. Common: 15, 75c; 17, 85c; 19. \$1.00: 21. \$1.25. Am.
1/2     1/20     1/2 </td <td>FIXTURES—Grindstone—Auto: 01, \$1.50; 02, \$2.50. Common: 15, 75c; 17, 85c; 19, \$1.00; 21, \$1.25. Am. Heavy: 17, \$1.00. Extra Shafts, 15-inch, 25c; 17-inch 85c. Extra Cranks, 25c.</td>	FIXTURES—Grindstone—Auto: 01, \$1.50; 02, \$2.50. Common: 15, 75c; 17, 85c; 19, \$1.00; 21, \$1.25. Am. Heavy: 17, \$1.00. Extra Shafts, 15-inch, 25c; 17-inch 85c. Extra Cranks, 25c.
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		A C PNAMPI PD WAL	D.	
Oval Foot Baths.	ى	5 G. ENAMELED WAS: 1 Drinking Cups.	220 2.00	Covered Bake Pans.
0	250	08\$ .15	222 2.50	1\$ .65
1 1.40 2 1.65	350	010	2121 1.20 2141 1.45	Round Bake Pans.
<b>3 2</b> : <b>0</b> 0	650 1.00	8	2161 1.75	20 \$ .40
4 2.50	850 1.25 1050 1.50	9	2181 2.00 2201 2.25	40
Coffee Biggins.	1250 1.75	11	2221 2.75	50
01	150160   250170	Pieced Cups.	Milk Kettles.	Bed or Douche Pans.
00	350180	20\$ .15	70\$ .40	2
020 1.20	<b>4</b> 501 <b>95</b>	25	71	Bed Pans.
080 1.80 040 1.45	Covered Buckets.	Straight Oups.	78	1\$8.00
050 1.60	8501\$1.05	0 8 .20	74	Bread Pans.
Coffee Boilers.	10501 1.75	6	81	2 · · · · · · · · · · · · · · · · · · ·
70	12501 2.00		82	12
80 1.50	Rd. Dinner Buckets.	Miners' Oups. 50\$ .40	84	Oblong Pans.
90 1.80 100 2.50	040 1.25	Measuring Cups.	86	03\$ .85
601 1.25 701 1.40	501 1.15 502 1.85	10\$ .20	52	01
801 1.65	508 1.50	After Dinner Cups & Saucers.	58 1.05 54 1.25	02
901 2.10	Miners' Dinner	10 \$ .85	56 1.65	Sponge Cake Pans.
1001 2.75 Fish Boilers.	Buckets.	Cups & Saucers.	Lipped Reserving	200 \$ .85
218\$4.00	10	100\$ .85	Kettles.	Oblong Stove Pans.
<b>220</b> 4.50 <b>222</b> 5.00	140\$1.75	400	16	200
<b>222</b> 5.00 <b>2181 4.2</b> 5	240	Cuspidors.	18	300
2201 4.75	840 1.60 8401 1.65	10 \$ .45	20	850
2221 5.50 Ham Boilers.	Oval Dinner Buckets.	80	24	400
170\$2.75	14\$1.80	Flaring Cocoa Shaped	26	450 1.05
175 8.00	81 1.60 41 1.80	Dippers. 3 .25	80	475 1.15
Milk or Rice Boilers	Oblong Dinner	15125	32 1.05 34 1.15	500 1.25 550 1.45
14\$ .95 16 1.00	Buckets. 110\$1.65	Genuine Cocos Shaped Dippers.	86 1.85	Square Stove Pans.
18 1.15	111 1.75	55 \$ .50	40 2.00	110\$ .65 111
20 1.85 22 1.50	112 1.85 118 2.10	Cup Dippers.	Tea Kettles.	112
24 1.75	Aurora Dinner	10	20 \$ .75	113
26 2.00 28 2.50	Buckets.	11	80	115 1.15
86 8.00	775\$1.65	Flaring Dippers.	50 1.00	116 1.25
141 1.00 161 1.10	875 1.90	010\$ .25	60 1.15	Square Jelly Cake
181 1.25	878 2.15	012	80 1.25	Pans.
201 1.40 221 1.65	Chambers. \$ .50	Windsor Dippers.	90 1.75	99\$ .80
241 1.90	1 1 1	100\$ .80	070 2.00	90
261 2.15 281 2.75	2 · · · · · · · · · · · · .75   8 · · · · · · · · · .85	11285	090 2.50	Jelly Cake Pans.
861 8.50	Chamber Covers.	114	160 1.25 170 1.45	8\$ .25 9
52 1.05	1 3 .25	Oblong Soap Dishes.	180 1.65	10
52 1/2 1.15 58 1.20	1 1/2	Wall Soap Dishes.	190 2.00	68
58 1/2 1.85	8	60\$ .80	Deep Ladles. 90\$ .20	69
54 1.50 56 2.00	Colanders.	060	100	Mountain Cake Pans.
58 2.50	1\$ .50 2	750	110	78\$ .80
521 1.15 521 1/2 1.25	8	40	91	80
581 1.85	104	Coffee Flasks.	101	Oval Dish Pans.
581½ 1.50 541 1,65	806	Round Coffee Flasks.	121	15\$1.50 18
561 2.15	40785	110	Soup Ladles.	22 2.00
581 2.75	Child's Commodes.	210	29\$ .20 80	Dish Pans.
Smls. Bowls. 9-10\$ .20	Covered Commodes.	Pieced Funnels.	38	80\$ .95 100 1.00
12-1425	5	02	Graduated Measures.	140 1.15
16	Odorless Commodes.	08	(No Lip.)	170 1.85 210 1.55
20	Combinets.	05	011\$ .45	800 2.85
22	40\$2.85	06	Standard Measures.	400 8.50 101
2660	Pot Covers.	20\$ .25	01\$ .25	141 1.05
28	41/4	Berlin Kettles.	08	Rinsing Pans.
Soup Bowls.	5	02\$ .55	04	08\$ .85
125 \$ .25	6	04	06	01095
Wash Bowls. 26\$ .85	8 1/2	05	Jelly Moulds.	012 1.00 014 1.05 017 1.25
28	7	08 1.15	Children's Mugs.	017 1.25
80	8	010 1.85 012 1.65	8	Lipped Fry Pans.
84	8 1/4	021	5	31
86	91/4	031	Chamber Pails.	82
Covered Buckets.	10	051 1.00	2 1.50	84
21	1185	061 1.15	8 1.75 4 2.00	85
21 1/2	11 1/2	0101 1.65	25 2.15	National Fry Pans.
<b>28</b>	12 1/2	0121 1.85	80 2.85	49\$ .80
24	13	Convex Kettles. 212\$1.05	Water Pails, 110\$1.15	50
28 1.00	1475	214 1.25	112 1.85	52
80 1.25 82 1.50	14½85 15 1.00	216 1.50 218 1.75	114 1.60	58

	RETAIL	SELLING PRICE	Continued.	
55	Lipped Sauce Pans.	Soup Plates.	1450 1.60	218 6.00
56	9 \$ .25	58 <b>\$ .2</b> 5 59 <b>8</b>	1650 1.90 1850 2.25	224 7.50 286 9.00
Muffin Pans.	12	60		312 9.00
406\$ .45 40855	14	Coffee Pots.	Berlin Sauce Pots.	818
40955	16	21/2\$ .55	08	82415.00 33618.00
412	20	8	04	Bread Raisers.
Corn Cake Pans.	22	15	06	10\$1.75
706\$ .55 708	26	25	08 1.15	14 2.00 17 2.85
709	28	45	012 1.65	21 2.75
712		55 1.05	02165	101 2.00
Milk Pans.	Straight Sauce Pans. 250\$ .55	21 1/2	031	141 2.25
00\$ .20	350	51	051 1.00	211 8.25
11	450	151	061 1.15	Nesco Perfect
15	1	851	0101 1.65	Roasters.
30	Shallow Stew Pans.	451 1.00 551 1.15	0121 1.85	150 <b>\$2.50</b> 180 8.25
<b>40</b>	4	05	Convex Sauce Pots.	200 4.20
50	6	015 1.00	212\$1.05 214 1.25	Grocers' Scoops.
80	1	025 1.15 035 1.20	216 1.50	2\$ .40
100	Deep Stew Pans. 14 \$ .85	045 1.35	218 1.75	8
Pudding Pans.	16	055 1.50 051 1.00	220 2.00 222 2.50	5
50\$ .25	18	0151 1.05	2121 1.20	80
100	20	0251 1.15	2141 1.40 2161 1.75	80
150	Molasses Pitchers.	0351 1.80 0451 1.40	2181 2.00	50 1.00
300	601\$ .55	0551 1.55	2201 2.25	Flat Skimmers.
40040	Convex Water	Tes Pots.	2221 2.75 Oval Sauce Pots.	9 \$ .20
500	Pitchers. 401\$ .60	00\$ .50	2\$2.00	11
800	402	01	8 2.25	12
1000	408	0	20 2.50	Spittoons. 200\$ .85
Pus Pans.	40590	2080	80 2.50	800
1\$ .50 255	406 1.00	30	40 2.75	Club Spittoons.
<b>5</b>	. Water Pitchers.	50 1.05	Straight Sauce Pots.	100\$1.25
80	5\$1.00 10 1.15	00160	014\$ .50	Hotel Spittoons.
Berlin Sauce Pans.	20 1.25	011	01870	Basting Spoons.
08	0	10180	020	10 8 .15
04	2	201	024 1.25	12
06	3 1.05	401 1.05	026 1.50	16
08 1.15	4 1.20 6 2.00	501 1.15	080 2.25	18
010 1.85 012 1.65	Pitchers & Bowls.	100095 1010 1.00	082 2.50	Steamers.
021	100\$1.55	1020 1.15	80 1.25 100 1.50	7\$1.15 8 1.85
081	200 1.75	1030 1.25 1040 1.40	120 1.75	9 1.50
041	Dinner Plates. 19\$ .25	1050 1.55	160 2.25 200 2.75	Tea Steepers.
061 1.15	20	2000 1.00	200 2.75 801 1.40	3
081 1.40 0101 1.65	21	2010 1.10 2020 1.20	1001 1.75	Handy Strainers.
0121 1.85	Pie Plates. 20	2080 1.85	1201 2.00 1601 2.50	140\$ .15
Comb. Dbl Sauce	28	2040 1.45 2050 1.65	2001 8.00	Gravy Strainers.
Pans. 1\$1.50	29	Fireless Cooker Pots	Covered Stove Pots.	2\$ .85
11 1.75	80	420 \$ .85	706\$1.25	Jelly Strainers. 20\$ .80
Comb. Triple Sauce	89	620 1.15	707 1.50	Cake Turners.
Pans. 10\$2.25	40	820 1.40	709 2.50	13\$ .15
101 2.50	Lebanon Pie Plates.	1420 1.25 1620 1.60	7061 1.50	14
Sauce Pans.	47 8 .25	1820 1.90	7071 1.75 7081 2.25	Female Urinala.
162\$ .55	48	450 1.15	Soup Stock Pats.	Male Urinals.
168	49	850 1.55 850 1.85	212\$4.50	2\$1.85
FILES—	Size 6	85 Extra	Slim Tapers.	Half Round Smooth.
Flat Bastard size 6	.80 Size 7	40 giza 214	2 for 25c \$ .15 Siz	e 6\$ .40
	.85 Size 8	50 Size 4,	2 for 25c .15 Siz	te 8
Flat Bastard size 10	.45 Size 12	Size 5		ze 1280
Flat Bastard size 12 Flat Bastard size 14	.60 Size 14			Half Round Cabinet.
Flat Bastard size 16 1	.15 Square Bast		for 85c .20	10 6\$ .45
	.15 Size 4	\$ .20 Size 8	80 Siz	se 8
	.20 Size 5		eeds Saw.	se 10
Mill Bastard size 7	.25 Size 7	30 Size 5, 8	for 50c \$ .20 Siz	e 14 1.40
Mill Bastard size 8 Mill Bastard size 10	.25 Size 8			alf Round Wood Rasps.
Mill Bastard size 12	.45 Size 12	60 Size 7		e 6
Mill Bastard size 14 Mill Bastard size 16	.60 Size 14	85	and Saw. Siz	e 10
Round Bastard size 8	.15	1.05 Size 8		e 12 1.05
Round Bastard size 81/2	15 Size 4	Fru. a so Size 6		Shoemakers.
	'90 Size 5	85		e 8 60
Round Bastard size 6	.20 Size 6	40 Size 10	So Siz	e 9
	.25 Size 314 2 for 25		ant Saw.	e 10
Round Bastard size 10				ze 12
Round Bastard size 12	.45 Size 414, 2 for 25	e .15 Size 6		ze 1475
	.60 Size 5	15 Size 7		ze 16 1.10 Tang Horse.
Half Round Bastard.	Size 6, 2 for 85	.20 Warding,	3 to 4 25 . Si	<b>20</b> 12
Size 4	.25 Size 7	25 Warding,45 Warding,	3 to 425 .8i 4 4 ot 530 Si 635 Si	ze 14 1.00 ze 16 1.85
5115 V	DIAT IV	warding,	o00 DI	

FLATTERS—Blacksmith—2-in., \$1.25; 21/4-in., \$1.65; 8-in., \$2.00; 31/4-in., \$3.00. PIPE FITTINGS—	GLASSES—  Ground Level—  1 %
34     36     36     30     <	2
Couplings, galv08 .11 .18 .18 .25 .82 .42 .50 Crosses, black19 .27 .38 .60 .65 .75 1.25 Crosses, galv25 .38 .55 .85 1.00 1.40 2.10 Elbows, black .08 .10 .13 .15 .20 .30 .36 .60 Elbows, galv10 .15 .18 .20 .30 .50 .60 1.00 45 deg. Elbows, blk .08 .10 .13 .15 .25 .50 .60 .80	GRINDERS—Carb. & all 1st Grade—No. 1, 4-in., \$4.00; No. 2, 5-in., \$5.50; No. 8, 6-in., \$7.50; No. 4, 7-in., \$10.50. GRINDSTONES—Mounted. Wood Frame, No. 1, \$8.00 each; No. 2, \$8.50 each. Angle, Steel Frame, \$8.50 each; Tabular, Steel Frame, \$9.00 each; Harvest King, Power, \$12.50
St. Elbows, galv.     .10     .15     .18     .25     .43     .75     .80     1.20       St. Elbows, black     .07     .10     .15     .25     .28     .38     .45     .75       St. Elbows, galv.     .10     .15     .22     .38     .40     .57     .70     1.82       Floor Flanges, black      .30     .36     .42     .55     .60     .85       Lock Nuts, black     .04     .06     .07     .13     .19     .25     .30     .36	each; Loose, 4c per lb. Fixtures (See Fixtures).  GAUGES—Butt—  No. 93
Lock Nuts, galv05 .07 .10 .20 .28 .37 .40 .55 Plugs, black .04 .04 .06 .07 .08 .11 .13 Reducers, black .10 .10 .12 .17 .26 .30 .35 .60 Reducers, galv13 .13 .17 .25 .38 .45 .60 .90 Return Bends, blk25 .28 .38 .65 .80 .95 1.35	Marking No. 92. 1.50 No. 61 15 No. 97 75 No. 64 35 No. 98 100 No. 65 75 HAMMERS AND SLEDGES— Adze Eye, 1st Grade No. 4 95
Return Bends, blk        .27       .82       .40       .70       .90       1.10       1.55         Medium       Return Bends, blk        .28       .34       .45       .75       1.00       1.35       2.10         Open       Tees, black       .10       .15       .16       .17       .24       .39       .50       .82         Tees, galv       .13       .22       .25       .27       .37       .65       .85       1.45         Unions, black       .18       .22       .25       .30       .35       .45       .60       .75	10
Unions, galv28 .80 .85 .40 .50 .70 .90 1.25 NIPPLES—Right Hand.	3 lb.     1.75     8 to 4 lb., per lb.     .85       2 ½ lb.     1.55     4 to 12 lb., per lb.     .25       1 ½ lb.     1.85     5 to 20 lb., per lb.     .80       1 ½ lb.     1.25     Striking Hammers—       Long Pat. 750     1 lb.     .80       1 ½ lb.     1.10     8 to 4 lb., per lb.     .80
Sixe 2 2½ 8 8½ 4 5 6 7 8 ½, black .04 .06 .06 .06 .07 .08 .10 .12 .15 ½, galv06 .11 .11 .11 .12 .14 .16 .18 .22 ½, black .04 .06 .06 .06 .07 .08 .10 .12 .15 ½, black .04 .06 .06 .06 .07 .08 .10 .12 .15 ½, galv06 .11 .11 .11 .12 .14 .16 .18 .22 ½, black .04 .06 .06 .06 .07 .08 .10 .12 .15 ½, galv06 .11 .11 .11 .12 .14 .16 .18 .22 ½, black .05 .07 .07 .08 .10 .12 .14 .16 .18 .22 ½, black .05 .07 .07 .08 .10 .12 .14 .16 ½, galv06 .11 .11 .11 .13 .16 .18 .22 .26 ½, black .08 .09 .09 .09 .09 .11 .13 .17 .18 ½, galv08 .14 .14 .14 .14 .18 .21 .25 .22 1, black .08 .13 .13 .13 .15 .18 .23 .25 1, galv11 .19 .19 .19 .19 .19 .24 .28 .34 .38	10 ounce
1¼, black .11 .11 .17 .17 .17 .20 .24 .29 .88 1¼, galv17 .17 .29 .29 .29 .83 .38 .45 .52 1¼, black .18 .18 .20 .20 .20 .25 .29 .86 .40	HANDLES—Axe—Sing. Bit, Shaved50e Sing. Bit, Oval35e Dble. Bit, Oval35e Boys, Shaved35e Boys, Shaved35e
1 ½ galv. 21 .21 .35 .35 .35 .39 .46 .54 .60 2, black .18 .18 .27 .27 .27 .32 .38 .50 .54 .2, galv27 .27 .47 .47 .47 .52 .61 .68 .75 FLASHLIGHTS— Ever-ready—Complete No. 6961 each \$ .75 No. 2619 each 1.70 No. 6962 each 1.35 No. 2630 each 1.50 No. 1991 each 1.35 No. 2630 each 1.25	Chisel—   25c   Hickory 4\frac{1}{2} 80     Chisel—   Hickory 2\frac{1}{2}\ta4\frac{1}{2} 85     Leather Tip 10   Hickory 5 90     Hammer—A. E.   Hickory 2\frac{1}{2}\ta4\frac{1}{2} 85     Hickory 2\frac{1}{2}\ta4\frac{1}{2} 100     Hickory 5 1.05     Sizes 12-13-14 15   Hickory 8x5 1.15
No. 2604 each	Peavey—     Plain Bent Hay—       Maple, 2½x4
5220 Baby 2-cell\$1.00	Maple, 8x5
6240 Baby 2-cell 1.25  Kwik-lite Seamless Cell Flashlight Batteries—  No. 1203 2-cell Baby Tubular \$.80  No. 1202 2-cell Reg. Tubular	Disston No. 8
No. 1206 2-cell Vest Pocket	No. 112 Dreston \$ .65 No. 113 Disston70 No. 114 Disston 1.35 No. 120 Disston 1.50 Reversible Guard, Simonds 1.25 No. 6 Simonds 1.00  Planter, 4½ ft60 Rake— X, 6 foot75 Long Shovel XX70 Long Spade XX65 D Handles75
FURNACES—(See Pots)  FORGES—No. 150 Chicago, \$11.25; No. 151 Chicago, \$12.75.  GATES—Molasses—  2	No. 24 Atkins 1.00 One man, sup85  HATCHETS— Bench—(Single or Double Bevel) Lath, 1 Plumb\$ .85 Lath, 2 Plumb 1.00 8 White 2.00
4	Underhi <sup>11</sup> Boston Pat. 2.50 6 White. 2.85 Underhi <sup>11</sup> St. Paul. 2.50 5 White. 2.85 141 Sayre. 2.00 4 White. 2.75 140 Sayre. 1.75 Claw 1 Plumb. 1.85 Flooring, 1 Plumb. 1.75 Claw 2 Plumb. 1.50 White 1.75 Claw 3 Plumb. 1.50
GARBAGE CANS—(See Cans)	Broad 1 Plumb 1.50 Broad 2 Plumb 1.75 Shingling 1 Plumb 1.25

HATCHETS—Continued.  Broad 8 Plumb 2.00	Half, 1 Plumb 1.25	1430 F&D2 Hgs .85 1480 N .40 1481 F&D2 .28	4.85	1480 SF2&N 1475 F&D2 1475 SF2&N	.20	2.80 2.20 2.80
Broad 4 Plumb 2.25 Broad 5 Plumb 2.50 Shingling 8 Plumb 1.30	Half, 2 Plumb 1.80  Barrel or Fruit Boxes  Sayre 400 1.65  Sayre 401 1.50	1431 SF2&N .25 1478 F&D2 .25 1478 SF2&N .25	2.80 2.50 2.80	1474 F&D2, 1474 F&D2, 1474 SF2, 1	1 ½ .25 2 .80 ½ .25	2.40 8.80 2.80
HINGES & BUTTS (Screws I	•	1480 F&D2 .25 WROUGHT BRASS		1474 SF2, 2 krrow. Midd		08.8 664 6
No. 900 Lt. Strap Hinges.	4½x4½-in90 1.00	35% to List.				
Pr. Dz. Pr. 8-inch \$ .20 \$ 1.75	5x5-in 1.10 1.80 51/2 x 51/2 - in 1.35 1.50	HODS—Coal— Open Japanned—		Open G	alvanized	
4-inch25 2.10	6x6-in 1.60 1.75	15		15		.\$ .75
5-inch80 2.15 6-inch85 2.90	No. 160 F&D2. Cont. Ret.	16				
No. 935 Cor. Strap Hgs.	2 ½·in\$ .40 \$ .50	18	75	18		. 1.35
Pr. Dz. Pr. 4-inch\$ .25 \$ 2.40	8-in	HOOKS—Bright.	90	20	••••••	. 1.45
5-inch85 8.75	4-in70 .80	No.	Doz.	No.		Dos.
6-inch40 4.00 8-inch60 5.60	4½-in95 1.05 No. 160 N.	0		104		. <b>\$ .4</b> 5
10-inch90 9.50 12-inch 1.85 18.00	Cont. Ret.	2	65	106		25
No. 904 Lt. Tee Hinges.	2½-in \$ .45 \$ .50 8-in50 .60	8 4	45	108	•••••	15
Pr. Dz. Pr. 8-inch\$ .15 \$ 1.75	8½-in60 .70 4-in65 .75	5	35 25	109	•••••	15 15
4-inch20 1.90	4 ½-in 1.00 1.15	7	20	111		15
5-inch20 2.10 6-inch25 2.40	No. 160 S F2. Cont. Ret.	9		118		10 10
No. 987 Cor. Tee Hinges.	2½-in\$ .45 \$ .55	11 12		114	•••••	10
Pr. Ds. Fr. 4-inch\$ .85 \$ 8.00	8-in55 .65 3½-in60 .70	18	10			•
5-inch40 8.40	4-in70 .80 4½-in90 1.00	14	nt from Lis		•••••	•
8-inch75 8.00	No. 165 F&D2.	Brass No. 1412—	Dos.	114 2 601	. Sc	Doz.
10-inch 1.20 12.75 12-inch 1.75 17.00	Cont. Ret.	7, 2 for 5c	20	11/4		40
No. 838 Butts.	2-in40 .45	% 2 for 5c	35	1 1/2		50
Pr. Ds. Pr. % inch \$ .10 \$ .75	2½-in45 .50 8-in55 .65	1, 2 for 5c Brass Cup No. 181-	80	2, 2 for	15c	85
1-inch	8½-in65 .75		Dos.		_	Dos.
1 1/4 -inch10 .95 1 1/2 -inch10 1.05	4-in80 .95 41/2-in 1.20 1.85	<b>%</b>	.\$ .20 20	1, 2 for 1	Se	. \$ .80
1%-inch15 1.20 2-inch15 1.80	No. 165N&SF2.	74. 2 for 5c %, 2 for 5c	30	11/2		50
2 14 inch15 1.45	Cont. Ret. 1½-in \$ .40 \$ .45	%, 2 for 5e	20 25	2, 2 for	15e   5e	75 85
2 % -inch20 1.85	2-in	SCREW EYES—Brigi	nt No.	Dos.	No.	Doz.
8-inch	8-in	000 \$1.70	104	\$ .80	204	\$ .80
No. 840.	4-in	00 1.25 0 .70	105 106	.25 .20	205 206	.25 .20
Pr. Dz. Pr. 1½-inch\$ .15 \$1.45	4½-in 1.20 1.80 No. 295 F&D2.	1 .55 2 .50	107 108	.15 .15	207 208	.15 .15
1% inch15 1.60	Pr. Ds. Pr.	8 . <b>4</b> 0	109	.15	209	.15
2-inch15 1.65 2 1/4-inch20 1.80	1½-in\$ .25 \$2.90 2-in80 2.90	4 .80 5 .25	110 111	.10 .10	210 211	.10 .10
2 ¼ -inch 20 1.80 2 ¼ -inch 20 2.00 2 ¼ -inch 20 2.10	21/2-in80 8.85	6 .20 7 .15	112 118	.10 .05	212 218	.10 .05
8-inch25 2.20	8-in40 4.00 No. 295 SF2.	8 .15	114	.05	214	.05
No. 781 1/4. Cont. Ret.	Pr. Dr. Pr.	9 .15 10 .10	•••	•••	215	.05
3 % x 2 % - in \$ . 40 \$ . 45	2·in	11 .10 12 .10	•••	•••	• • •	•••
8x3-in	2½-in85 4.00 8-in40 4.60	18 .05	:::	•••	• • • •	
4x4-in	No. 295 N.	14 .05 Gross lots or full 1	ackages, 60	% aiscount	from list.	•••
5x5·in95 1.05	Pr. Ds. Pr. 1%-in \$ .85 \$8.80	Brass— No. Doz.	No.	Doz.	No.	Dos.
5 ½ x 5 ½ -in 1.25 1.85 No. 788.	2-in	1001 \$2.85	1104	<b>\$</b> 1.50	1204	\$1.50
2½x2½-in\$ .40 \$ .45	2 ½-in45 4.60 8-in50 5.85 No. 295_H	1002 <b>2.4</b> 0 1008 1.85	1105 1106	1,80 1.05	1205 1206	1.80 1.05
8x8-in	No. 295 H. Pr. Ds. Pr.	1004 1.50 1005 1.80	1107 1108	.80 .75	1207 1208	.80 .75
4x4-in	11/4-in\$ .80 \$8.85	1006 1.05	1109	.50	1209	.50
5x5-in 1.00 1.10	2½·in40 4.00	1007 .80 1008 .75	1110 1111	.45 .85	1210 1211	.45 .85
5½x5½-in 1.25 1.85 6x6-in 1.40 1.50	8-in45 4.65 No. 289 F&D2.	1009 .50 1010 .45	1112 1118	.80 . <b>25</b>	1212 1218	.80 .25
No. 241 F&D2:	Pr. Ds. Pr.	1011 .85	1114	.20	1214	.20
2 ½ x2 ½·in\$ .40 \$ .45 8 x3·in40 .45	2x2 \$ .80 \$8.20 2 ½ x280 8.35	1012 .30 1013 .25	• • • •	••••	• • • •	••••
8½x8½·in40 .45	21/4 x 21/485 8.55	1014 .20 Gross lots or full 1				••••
4½x4½-in80 .95	8x3	HOOKS AND EYES-	-Gate.	// discount		_
5x5-in 1.00 1.20 51/2x51/2-in 1.80 1.50	Pr. Dz. Pr.	No. 40, 11/2 No. 40, 2.	<b>\$</b> .25	No. 1040.	Each 11/4 \$ .15	Dos. \$1.40
6x6-in 1.50 1.65	2x2\$ .30 \$3.35 2½x285 8.55	No. 40. 24	40	Brass, 2.	20	1.75
No. 241 SF 2. Cont. Ret.	2 ½ x2	No. 40, 3 No. 40, 3 ½	50	8	25	2.10 2.75
2 ½ x2 ½ ·in \$ .45 \$ .50 3 x 3 ·in45 .50	No. 289 N.	No. 40, 4 No. 40, 41/2		8 1/2 4	30	3.40 3.75
8 ¼ x8 ¼ ·in 50 55	Pr. Dz. Pr. 2x2 \$ .40 \$4.60	No. 40, 5		Gross Lot	8 40% off	
4x4-in60 .65 41-4x41-in85 .95	2 1/4 x2 45 4.75	No. 40, 6 Gross Lots 60%	off List.			_
5x5-in 1.05 1.15	8x855 6.00	IRON—Bars and Sh Base; Angle Iron,	eets—Small	Lots-Com	mon Bar,	7c lb.
No. 241 H&N.	No. 289 H.	SHEETS—Galvanized 24, 15c lb.; 26 to	Full Sheet	s—10 to 16	, 14 % c lb.	18 to
Cont. Ret. 2 1/4 x 2 1/4 · in \$ .50 \$ .55	Pr. Ds. Pr. 2x2 \$ .80 \$3.35	Black Sheets, Full	Sheet-12	to 16, 16¢ i	b.; 18 to 2	8, 18c
3x3-in	2 ½ x2	lb. For cutting 8 Ptd., 28 Ga., \$8.00	heets add 1	.0% to abov	re. Corrug	ated
4x4-in	8x850 5.60	Rock Faced Siding,	\$18.50.			,

TD0110 0 1 0 1 1 1 1 1 1 1 1 1 1 1 1 1 1	PAICE—COUNTING.
IRONS—Sad. Common, 9c lb.; Mrs. Potts No. 50, \$1.75 set; Dover No. 70, \$2.75 set.	MOP STICKS-No. 7, 25c each; No. 18, 25c each; No. 70 or Janitor's, 65c each.
ICE TOOLS— No. 815 Play 8.in	MOPS— Slasher Cotton
No. 315 Plow, 8-in \$40.00 No. 316 Plow, 10-in 47.50 No. 317 Plow, 12-in 54.00 No. 320 Plow, 8-in 42.50 No. 321 Plow, 10-in 50.00 No. 322 Plow, 12-in 57.00 No. 322 Plow, 10-in 57.00 No. 324 Plow, 10-in 57.00 No. 325 Plow, 10-in 47.50	15 oz., each 2 .75 15 oz. each
No. 817 Plow, 12-in	18 oz., each85 18 oz., each85 21 oz., each1.00 21 oz., each1.00
No. 321 Plow, 10-in	MOWERS—Great American—15.in C18: 17:in C19: 10:
	700, 21111, 722. Common-12-11, 50: 14-11, 26.25: 16.
No. 495 5.85	in., \$6.50.
No. 520 Ice Hooks, 4-ft. 1.85 4 1/4-ft. 1.40 5-ft. 1.50	NAILS—Base per Keg, \$5.80. 50 to 99 lbs., add 50c per 100 lbs. to Keg price. 1 to 50 lb.
5-ft	File Dive 268 08 Out Casing 6&8 08
No. 1 Ice Tongs V & B	Common 2&3d 08 Galv Rost
No. 2 2.00	Common 4&5d
No. 8	Common 8 to 60d 07 14 lb Papars as 20
1434-inch 2.15	COSTAN MODULATION CONTRACTOR CONT
16½-inch 2.25 Pond Ice Saws—Tiller Handle.	Casing 6 to 20d08 1 lb. Papers es 25
41/4-foot	Finishing 4884
5-100t 6.25 5½-foot 6.75	Finishing 6 to 20d
JACKS-Bell Bottom, Net List.	Smooth Box 8 to 20d .08 1 lb. Papers, ea
Wagon—Lanes—0L, each \$1.75; 1L, \$2.50; 2L, \$8.50; 8L, \$6.75.	Barb Box 4 to 5d08 1/2 lb
KNIVES & FORKS—Iron Handled, \$1.25.	
KNIVES—Hay—Lightning \$1.85; Iwan Sickle, \$2.00; Iwan Serrated, \$2.00; Heath's Upright, \$1.85. Corn—Corn	Barb Roof % to %10 Capewell, lb80 Barb Roof 1 to 1 %10 Northwestern80
Serrated, \$2.00; Heath's Upright, \$1.85. Corn-Corn-King, 40c; No. 12 Hooks, 50c.	Plaster Board 10 Union
KNOBS-Maple, Base, 5c each; 85c doz.	
LACING-Belt-	NETTING—Poultry— No. 19, 2-inch Mesh— No. 20, 1-inch Mesh—
Leather Bristol Size 14, per ft\$ .08 111, per inch\$ .0114	12-inch
Size 5-16 per ft08 112, per inch02	18-inch 8.56 18-inch 7.12 24-inch
Size %, per ft04 118, per inch8 .03 % Size %, per ft8 .05 114 per inch8 .08	30-inch 5.42 30-inch 10.88
Size %, per ft06 Wire—	86-inch 6.19 86-inch 12.88 48-inch 8.25 48-inch 16.50
Size %, per ft08 No. 1, box 50 ft60 No. 265	00-inch 10.82 60-inch 20.68
LADDERS-Extension, per ft., 80c; Step, common, per ft.,	Full Rolls, 20% off list. Over 100 feet list
30c; best, per ft., 50c. LANTERN GLOBES—	Less than 100 feet, 25% above list.
No. 0	Union Lock—Light 48 in
No. 0 Ruby	86 in 4.50 72 in 7.00
No. 2 C. B. Short20 89 R. R	NIPPERS—Nettleton—8-in., \$1.75 each; 10-in., \$2.15; 12-in., \$2.25; 14-in., \$2.75.
LANTERNS—No. 0 each, \$1.10; No. 1 C. B., \$1.25; No. 2 C. B., \$1.75; N. S., \$1.75.	NUTS-Hot Pressed-
	Blank Threaded
LEAD—White—12½-lb. Keg, \$1.85; 25-lb. Keg, \$3.65; 50-lb. Keg, \$7.15; 100-lb. Keg, \$14.00.	¼ inch
LETTERS—Steel— Each Set Each Set	% inch
1/ <b>0</b> 05 <b>0</b> 078 1/ 18 078	½ inch
75	9-16 inch
LEVELS-	77 inch
No. 0	% inch
No. 10 2.75 No. 86—18-inch 2.50	OAKUM-Plumbers,, 16c lb.; Navy, 25c.
No. 15 2.75 No. 36—24-inch 2.85 No. 25 8.00 No. 87—12-inch 8.00	OIL—Boiled Linseed, \$1.60 -al.
No. 80	OILERS-Chase's Zinc-
No. 98 8.50 No. 84 1.85	Copperized Steel-
No. 95 5.50 No. 4524 4.00 No. 96 7.00 No. 4424 5.50	0\$.30 1\$.30
No. 96 7.00 No. 4424 5.50 LIFTS—Sash—Large Bar, \$1.25 doz.; Small Bar, \$1.10 doz.;	0
No. 96	0
No. 96	0 .10 13 .80 1 .15 14 .85 1½ .15 14B .40 2 .20 15A .45 8 .25 16 .50 5 .88
No. 96	0

	MDIAL	SELLINIO O	FRICE—Continued.	
PAPER—Building—			PLANES—Continued.	
P & B	Imitation P & B		65 1.90 105 8.25 234 .50 6534 1.65 110 .85 234 .50 71 2.85 113 4.25 234 .55	.75
No. 1-500\$2.00	No. 1-500		65 1 1.65 110 .85 2   .50	.80
No. 1—1000 8.90	No. 1—1000		71 2.85 118 4.25 2% .55 71 % 3.25 120 1.10 2% .55	.85 . <b>8</b> 5
No. 2-500 2.95 No. 2-1000 5.75	No. 2-500 No. 2-1000	4.95	Stanley 100 & 101	20
No. 8-500 4.00	No. 8—500	8.60	Stanley 102 & 108	30
No. 8—1000 7.70	No. 81000	6.75	Stanley 110 & 180	<b>8</b> 0
Red Resin-	A. 11		Stanley 140	85
17 lb	25 lb	1 90	Stanley 10 & 10 ½ Single	75
Sandpaper-	00 .5	2	Stanley 12 & 112	1.25
No. 00-0-14-1, quire\$ .60	No. 2-21/2, quire	\$ .75	Stanley 12 & 112 Stanley 12 & 112 Toothing	55
No. 1 1/2, quire	No. 8, quire		Stanley 91/2 & 91/4	80
Less Quantities, 8 for 10c			Stanley 60 & 65	80
PADS—Sweat—No. 68 N12, Rec Blue and White striped, \$1.50	n Edge, 70e; No. 1	40 A13,	PLIERS—	
			No. 102 Bernard's Klein's Side Cuttin	g
Maple	Hickory Maple	Hickory	4½	2.00
2 ½ x4\$2.50	\$2.75 \$2.80	\$8.00	6 1/2 2.00 7	2.25
41/2 2.75	2.85 2.85	8.10	71/2 2.25 8	2.50
2½x4½	2.85 8.00 8.00 8.10	8. <b>2</b> 5 8.8 <b>5</b>	PLUGS—Spark—\$1.00 each.	5.30
2%x4% 8.00	8.25 8.25	8.50	POLISH—	
5 8.00 8x5 8.15	8.25 8.85 8.50 8.75	8.60 8.85	Brilliantshine or Rex— —Liquid Venee	<u> </u>
			1/4 Pint	
PICKS—Drifting—Each, 3-lb., 4 \$1.25; 5-lb., \$1.40. Railroad- 7-lb., \$1.50; 8-lb., \$1.75. Con	-5-lb., \$1.25; 6-lb.	. \$1.85	Quarte Quarte	1.00
7-lb., \$1.50; 8-lb., \$1.75. Oo	ntractors—6 1/2-lb., 🛊	1.65; 8-	3/2 Gallon 1.00 Gallon	8.00
1b., \$1.65.			Gallon 1.50	
PINS—Escutcheon—Small lots, 1 List.	De oz.; large lots, 4	U% over	POTS— Gasoline Fire— 8 Quart	. 1.10
PIPE—Stove.		Tee	21\$ 8.60 10 Quart	1.85
Com.	Pol. Galv.	Com.	71 12.20 12 Quart	1.50
8	<b>\$ .45 \$ .50</b>		72 9.85 16 Quart 5 9.80 Tin—	. 1.75
4	.45 .55 .50 .60	\$ .65	Watering Galvanised 4 Quart	.\$ .55
6	.50 .65	.75	4 Quart\$ .85 6 Quart 6 Quart 1.00 8 Quart	65 85
7	.65 .80	.90	6 Quart 1.00 8 Quart	1.00
7-6 or 6-7	.65 .65		Watering Ptd1 qt., 80c; 2 qt., 85c; 8 qt. 50c.	
	ard Black Galva	nized	PULLERS—Nail—	
Full	Out Full	Cut	Rex, \$1.85 each; Red Devil, or Morrilla \$2.00 each	
Length		Length	PUMPS—P. S.—1, \$2.90; 2, \$8.25; 8, \$8.65; 4, \$4	
14 6.75	\$ 6.75 \$ 8.00 7.50 9.00	\$ 9.00 10.00	PULLEYS—Frame—No. 4 Ottumwa, per doz., 60c; 60c; No. 9, 60c; No. 109, 60c.	No. b,
14 8 6.75 14 6.50 14 8.00	7.50 9.00	10.00	PUTTY—Per lb., 10c.	
<del>1/2</del> 8.00	9.00 10.00	11.00	RIVETS—	
% 9.75 1 14.00	10.75 12.50 15.00 17.75	18.50 19.00	Iron Carriage—Round or Flat Head, per lb., 25c	
1 1/4 19.00	21.00 24.50	26.00	Tinners'—	
1 1/2 22.50 2 30.00	24.00 28.30 82.00 88.50	80.00	8 to 12 oz., per C\$ .05 5 lb., per C 11/4 to 2 lb., per C 6 lb., per C	.¥ .20
21/2 50.00	58.00 61.00	40.00 68.00	1½ to 2 lb., per C10 6 lb., per C	80
<b>3</b> 67.00	70.00 80.00	98.00	Copper Brake Band—	
8 1/4	92.00 119.00 108.00 140.00	122.00 146.00	No. 6 to 8\$1.00 No. 10	\$1.00
Cut Length, 10% extra.	100.00 140.00	140.00	No. 8 1/4 lb. pa\$ .45 Asst. 8 & 9, pa	45
Pipe Conductor—Corrugated			No. 8 1/2 lb. pa 3 .45 No. 10 1/2 lb. pa45 No. 12 1/2 lb. pa50  Asst. 8 2 9, pa No. 9 R. H., pa	45
2 inch, per ft\$ .18 1/2	4 inch, per ft	\$ .19	Copper Rivets Only—	
8 inch, per ft	5 inch, per ft		No. 8 1 lb	85
PITCH—Asphaltum—5-lb. can, 8 can, \$1.00.	356; 10-1b. can., 65	e; <b>35</b> -1b.	Copper Burrs Only— No. 8 and 9\$1.10 No. 10 and 12	. \$1.15
PLANES-Wood, Smooth, each,	\$1.15. Wood, Ja	ok. each	Copper and Burrs—	
\$1.40.	<b>42.10.</b>	,	No. 8 to 10 ½ lb. pa45 No. 12, ½ lb. pa Rivets and Burrs California Tire— ¼ and 5-16, per l	50
PLANES—			ROOFING—Standard—1/2 ply source, \$1.75; 1 ply	sanare
1 \$2.10 28 \$2.00 2 2.65 24 2.00	78 8.00 180 721/4 4.65 181		\$2.00; 2 ply square, \$2.50; 8 ply square, \$8.00.	ed ages of
8 2.75 25 1. <b>9</b> 0	74 7.00 140	2.00	ROPE-Manila-8-16 & 1/4 lots under 200 ft.; 5-16	to %
4 8.00 26 2.25 4 3 8.50 27 2.50	75 .60 146 78 <b>3.25</b> 147		lots under 100 ft.; % to 1-in. lots under 50 ft. Al	l to be
4 1/4 8.50 27 2.50 5 8.50 27 1/4 2.50	78 <b>3.</b> 25 147 148		sold by measure. Av. ft. Sell	Sell
5 1/4 4.00 28 2.65	SCRAPERS- 180	1.75	Size in lb. per ft.	per lb.
6 4.50 29 2.75 7 5.00 80 8.00	80 1.25 181 81 2.00 182		8-1680 %c Over 200 ft 1/455 11/4 Over 200 ft	50
8 6.00 21 8.25	<b>82</b> 1.50 190	1.85	5-1688 1%c Over 100 ft	50
914 1.50 82 8.85 914 1.75 88 8.85	88 1.50 191 192		8-8	
10 4.85 84 8.50	PLANES— 220		14	45
10½ 8.50 85 2.50 11 8.00 86 2.75	85 8.50 289 87 2.75 840		9.1610 4%c Over 100 ft	45
11 8.00 86 2.75 11 1/4 4.25 87 2.85	87 2.75 840 90 2.75 444		% 8 6c Over 100 ft 6	
12 8.35 89 2.25	92 2.75 602	8.00	% 4% 10c Over 100 It	45
12 1/4	98 8.85 608 94 8.85 604		1 4 18c Over 100 It	
15 1.50 45 9.50	97 8.00 604	<b>½</b> 4.00	Wire—20% above list.	
15 1/4 1.90 46 7.50 16 1.65 47 5.50	98 1.40 605 99 1.40 605		RULES-	
17 1.85 48 8.75	100 .40 606	5.00	No. Price No.	Price
18 1.75 49 8.75	101 .85 607	5.75	8 878 \$ .75 82 886	
19 1.85 50 6.00 20 5.65 55 17.50	102 .60 608 Stanley	6.75 Stanley	5 80870 82 ½ 888	
20 1/4 5.00 57 5.50	Single	Double	7 762B	
21 2.00 60 1.65 22 2.00 60 4 1.50	1 ¼ \$ .85 1 % .40	<b>\$</b> .55 .60	80	45
61 1.50 108 .75	1% .40	.65	30 1/2 1.00 88	
62 3.85 104 2.85	2 .45	.70	81 1.00 89	3.75

RULES-Continued.	_	SAWS—Continued.
40 8.25 4125	08 8518	Hand— No. 5 Simonds, No. 12 Disa No. 10 Simonds or No. 7
<b>42</b>	05 8515	ton or No. 69 Atkins. Disston. 20-inch
51 851	08 8518 1.20 108 8618	22-inch
58 861	104 8614	26-inch
54 881	106 861690 108 86181.20	30-inch 4.75 No. 8 Simonds, No. D8 28-inch 3.25
58	204	Disston or No. 51 Atkins.  No. 4 Simonds or No. 120 Disston.
61 ½ 750	803	20-inch\$2.50 22-inch\$4.00
62C 781C 1.25 62½ 780	408	24-inch
63 761	405	28-inch
64 476	408	No. DI0O or No. D20 Disston.  Butcher No. 10, 16 in. 1.25 18 in
66 % 8881 1.00 68 651 20	504	26-inch
69 465	506	Back 12 in 2.25 Kitchen No. 2, 12 in45 Back 14 in 2.50 14 in50
72 762	803	Back 18 in 2.75 16 in55 Back 20 in 8.00 Mitre 24 in 8.50
81	805	Back 22 in 8.25 26 in 8.75 Compass No. 2, 10 in60 28 in 4.25
88C 862C 1.00 84 77155	808	12 in65 80 in 5.00 14 in70 Nest Complete No. 8. 1.50
85 4.00 86 5.00	854	16 in
87 6.00 89 6.50	856	Com Sgl Brace V tooth
92 1.50 92 1/2 1.25	Aluminoid Zig Zag—4-inch \$1.25	Com Dbl Brace Tuttle tooth
94 4888 1.75 480 1.00	5-inch 1.50 6-inch 1.75	SAW CLAMPS—Stearns. 8, \$1.75; 0, \$1.00; 105, \$2.50; 200, \$1.50; Went, 2, \$2.50; Perfection, \$1.00; No. 10, \$1.50; N33, \$2.00; No. 11 with guide, \$3.25.
REGISTERS-		SAW SETS 201 G. & P\$1.00 Colonial 1.25
Jap 6x8\$1.55 Jap 8x10 1.65	White 6x8	Spec.         Morrill
Jap 10x12 2.40 Jap 10x14 8.15	White 10x12 2.90 White 10x14 8.80	1 Morrill 1.00 Hammer85 10 1.00 Lever25
Jap 12x14 4.85 REGISTER FACES—	White 12x14 5.25	77
Jap 6x8\$1.00 Jap 8x101.10	White 6x8\$1.80 White 8x10 1.45	Morrill No. 8\$1.85 Morin No. 2 2.25 Baker No. 8 2.25 Morin No. 2½ 2.75
Jap 10x12 1.70	White 10x12 2.20	SAW TOOLS— Morin No. 8 1.00 Clipper Outfit 3 .75 Setting Tool Disston—
Jap 10x14 2.20	White 10x14 2.85	Maria Dalam Carray 110 State And
Jap 10x14 2.20 Jap 12x14 2.80	White 10x14 2.85 White 12x14 8.65	Morin Raker Gauge— No. 100
Jap 12x14 2.80  DISSTON SAWS— No. 18-in. 20-in.	White 10x14 3.65 White 12x14 3.65 28-in. 22-in. 24-in. 26-in. Rip	Morin Raker Gauge—       No. 1 00
Jap 12x14 2.80  DISSTON SAWS— No. 18-in. 20-in. 7\$1.90 \$2.00  D-8 & 1874 2.85 2.50	White 12x14 8.65  22-in. 24-in. 26-in. Rip  \$2.15 \$2.25 \$2.85 \$2.60 2.60 2.70 2.85 3.10	Morin Raker Gauge— No. 100
Jap 12x14	White 12x14 3.65  22-in. 24-in. 26-in. Rip  \$2.15 \$2.25 \$2.35 \$2.60  2.60 2.70 2.85 3.10  2.60 2.70 2.85 3.10  3.05 3.25 3.45 3.70	Morin Raker Gauge—  No. 100
Jap 12x14.     2.80       DISSTON SAWS—No.     18-in.     20-in.       7     \$1.90     \$2.00       D-8 & 1874     2.85     2.50       16     2.35     2.50       12     2.70     2.85       112     2.80     2.95       D-21 & 22     2.50     2.65	White 12x14	Morin Raker Gauge—
Jap 12x14. 2.80  DISSTON SAWS— No. 18-in. 20-in. 7 \$1.90 \$2.00  D-8 & 1874 2.85 2.50 16 2.85 2.50 12 2.70 2.85 112 2.80 2.95 D-21 & 22 2.50 D-20 & 28 D-100 2.50 2.65	White 12x14 3.65  22-in. 24-in. 26-in. Rip  \$2.15 \$2.25 \$2.35 \$2.60 2.60 2.70 2.85 3.10 3.05 3.25 3.45 3.70 3.20 3.35 3.60 3.85 2.85 3.05 3.25 3.50 2.85 3.05 3.25 3.50 2.85 3.05 3.25 3.50	Morin Raker Gauge—   No. 100
Jap 12x14.     2.80       DISSTON SAWS—No.     18-in.     20-in.       7	White 12x14	Morin Raker Gauge—
Jap 12x14. 2.80  DISSTON SAWS— No. 18-in. 20-in. 7 \$1.90 \$2.00  D-8 & 1874 2.85 2.50 16 2.35 2.50 12 2.70 2.85 112 2.80 2.95  D-21 & 22 2.50 2.65  D-20 & 28 28  D-100 2.50 2.65 120 3.15 8.25  D-115 & 15 8.80 8.90  SAWS—One Man—	White 12x14	Morin Raker Gauge— No. 100
Jap 12x14	White 12x14	Morin Raker Gauge—
Jap 12x14. 2.80  DISSTON SAWS— No. 18-in. 20-in. 7 \$1.90 \$2.00  D-8 & 1874 2.85 2.50 16 2.85 2.50 12 2.70 2.85 112 2.80 2.95  D-20 & 23 D-100 2.50 2.65 120 3.15 8.25 D-115 & 15 8.80 8.90  SAWS—One Man— Simonds Disston  8 ½ ft. 8.85 \$8.50 4 ft. 3.85 4.00 4 ½ ft. 4.30 4.50	White 12x14	Morin Raker Gauge—
Jap 12x14. 2.80  DISSTON SAWS— No. 18-in. 20-in. 7	White 12x14	Morin Raker Gauge—
Jap 12x14. 2.80  DISSTON SAWS— No. 18-in. 20-in. 7 \$1.90 \$2.00  D-8 & 1874 2.85 2.50 16 2.85 2.50 12 2.70 2.85 112 2.80 2.95  D-20 & 23 D-100 2.50 2.65 120 3.15 8.25 D-115 & 15 8.80 8.90  SAWS—One Man— Simonds Disston  8 ½ ft. 8.85 \$8.50 4 ft. 3.85 4.00 4 ½ ft. 4.30 4.50	White 12x14	Morin Raker Gauge—
Jap 12x14. 2.80  DISSTON SAWS— No. 18-in. 20-in. 7	White 12x14	Morin Raker Gauge—
Jap 12x14. 2.80  DISSTON SAWS— No. 18-in. 20-in. 7 \$1.90 \$2.00  D-8 & 1874 2.85 2.50 16 2.35 2.50 12 2.70 2.85 112 2.80 2.95  D-21 & 22 2.50 2.65  D-20 & 23	White 12x14	Morin Raker Gauge—
Jap 12x14. 2.80  DISSTON SAWS— No. 18-in. 20-in. 7 \$1.90 \$2.00  D-8 & 1874 2.85 2.50 16 2.85 2.50 12 2.70 2.85 112 2.80 2.95  D-21 & 22 2.50 2.65 D-20 & 23	White 12x14	Morin Raker Gauge—
Jap 12x14.	White 12x14	Morin Raker Gauge—  No. 100.   65
Jap 12x14	White 12x14	Morin Raker Gauge—
Jap 12x14	White 12x14	Morin Raker Gauge—
Jap 12x14.	White 12x14	Morin Raker Gauge—
Jap 12x14	White 12x14	Morin Raker Gauge—
Jap 12x14.	White 12x14	Morin Raker Gauge—
Jap 12x14	White 12x14	Morin Raker Gauge—
Jap 12x14	White 12x14	Morin Raker Gauge—
Jap 12x14	White 12x14	Morin Raker Gauge—

STEEL GOODS-

Hay Forks. Jr. Header Forks. Coke Forks. \$2.50 85B 1.25 J0184 2 1.40 712 2.75	Warren. Scythes. SB14
85B 1.25 J0134 ½ 1.40 712 2.75	Hoes. Bush & Weed 1.75 SB16
034 1/2 1.25 Header Forks. Shavings Forks	W8 1.15 Clipper 1.85 12BOM 60
084B1.25 R0144½\$1.50 Shavings Forks. 084½B 1.80 R0154\$1.50 806L 2.15	Ladies.
034½B 1.80 R0154 1.65 Pish Forks. 035B 1.25 R0154½ 1.65 Fish Forks. 035B 1.20 R0154½ 1.65 Fish Forks.	LY565 Nursery. 1.00 2475 Riveted. RA40 German
044 ½ B 1.85 Alfalfa Forks. Stone.	RA40 GE2-090 Wood50
035B 1.25 R0154 ½ 1.65 IF \$75 044 ½ B 1.50 R0155 1.65 IF \$75 045 ½ 1.50 Alfalfa Forks. \$150 C04 ½ 1.25 C05 1.50 S08 2.15 Barley Forks. Chaff Forks. Barley Forks. Chaff Forks. 215 Potato Hooks. 48 HFM	Socket. Socket. Planter's Eye. 914 2.50
C05 1.50 508 2.15 Potato Hooks.	G078
Barley Forks. Chaff Forks. 4BHFM\$1.10 B0185 1.90 C1717L 8.00 4BHD \$1.10	Mortar.
Bolas 1.90 C1717L 8.00 ABHF 1.10 B0505 2.35 Spading Forks. 5GNR 1.20 Manure Forks. 01.46 GNR 1.30	BB6
44½\$1.25 OLD 1.50 GAR 1.30	BB6½95 M2101.35 Dock Cutter\$1.25 Weed. M291.25 Floral Sets.
4D 1.85 OLAX 1.85 5MP60	1P
04D 150 05H4 2.00 40HD\$1.65	2P
Manure Forks   Spading Forks   \$1.20   \$4.4   \$1.25	6P
05D 1.75 P064 1.70 SE5 90 Scuffle.	Acme. B18 1.15 FSD
064½\$ .65 06D\$ 200 Sluice Forks. YGS	A 1.15 Steel Floral Hoes.
Header Forks. 208 \$2.25 BS 1.35	DES
08144 \( \) 1.50 212 \( \) 2.75 Garden Hoes.	Snathes. 14C 1.00 GR6
ADX	50 1.35 160 1.10 Clam Rakes. 100 1.50 SB1285 1120 8.25
POINTS & CHUCKS— For 80 and 81\$ .75 8-inch95	SQUARES—Try— No. 20—8 inch\$ .85 No. 20—9inch
For 85	No. 20—4½ inch40 No. 20—10 inch85
8-inch60 No. 60 1.00	No. 20—6 inch50 No. 20—12 inch 1.00 No. 20—7½ inch60
4-inch	STAPLES-Netting, Galv., 15c lb.; Barbed Wire,, Polished,
6-inch	7 ½ c.
SCREW DRIVERS-G. & P867-1%, 35c; 3, 40c; 4, 45c. SHEATHING (See Paper)	STARRETTS' TOOLS—"Shop" or "Retail"— Micrometers, 40% above list.
SHIELDS—	Caliper Rules, 40% above list.
Diamond—Expansion %, each	Thickness Gauges, 40% above list. Steel Tables, 40% above list.
%, each	All other items, 25% above list. G. & P. GOODS—Hack Saw Frames—
010, 680111111111111111111111111111111111111	40 41 FF 40D 41 FA 04F 40 00 F 4 FA 14 40 00
%, each	69\$1.75 69B\$1.50 247\$2.00 5\$ .50 14\$2.00
½, each     .12     ½x% each     .06       %, each     .15     ½x1      .06	STEEL—Mild, base, 7c; Tool, 20c; Drill, Com., 20c.
1/4, each     .12     1/4 % each     .06       1/5, each     .15     1/4 x1      .06       1/5 x1      .06      .07	STEEL-Mild, base, 7c; Tool, 20c; Drill, Com., 20c. STONES-CARBORUNDUM-
1/2, each       .12       1/2 x % each       .06         1/2, each       .15       1/2 x 1       .06         SHINGLES—Tin, 5x7, \$2.50.       5-16x1 each       .07         SHOVELS—       .07	STEEL—Mild, base, 7c; Tool, 20c; Drill, Com., 20c.         STONES—CARBORUNDUM— <ul> <li>No. 76</li></ul>
1/4, each     .12     1/4 % each     .06       1/5, each     .15     1/4 x1     .06       1/4 x1     .06     1/4 x1     .07       1/5 x1     .07     .07       1/5 x1     .07 <td>STEEL—Mild, base, 7c; Tool, 20c; Drill, Com., 20c.         STONES—CARBORUNDUM—        No. 76</td>	STEEL—Mild, base, 7c; Tool, 20c; Drill, Com., 20c.         STONES—CARBORUNDUM—        No. 76
14. each     12	STEEL—Mild, base, 7c; Tool, 20c; Drill, Com., 20c.         STONES—CARBORUNDUM—        No. 76
14. each.     12 <td>STEEL—Mild, base, 7c; Tool, 20c; Drill, Com., 20c.         STONES—CARBORUNDUM—         No. 76       \$ .25       No. 128       .75         No. 107       1.15       No. 124       .65         No. 108       1.50       No. 180       .50         No. 109       1.00       No. 131       .50         No. 110       1.25       No. 142       .50         No. 111       .75       No. 143       .50         No. 112       .60       No. 144       .50</td>	STEEL—Mild, base, 7c; Tool, 20c; Drill, Com., 20c.         STONES—CARBORUNDUM—         No. 76       \$ .25       No. 128       .75         No. 107       1.15       No. 124       .65         No. 108       1.50       No. 180       .50         No. 109       1.00       No. 131       .50         No. 110       1.25       No. 142       .50         No. 111       .75       No. 143       .50         No. 112       .60       No. 144       .50
1/4, each.     1.2     1/2 % % each.     1.06       1/5, each.     1.5     1/2 1     0.6       1/4 x1     0.6     0.7       1/5 SHINGLES—Tin, 5x7, \$2.50.     5-16x1 each.     0.7       1/5 Hovels—Chester     \$1.50     Gen. Maynard     2.25       1/5 Tremont     1.75     Maynard Pat.     2.25       1/5 Nor. King     1.75     Alki     1.50       1/5 Sterling     1.85     Pacific     1.60       1/5 Stuart     2.00     Queen City     1.75	STEEL—Mild, base, 7c; Tool, 20c; Drill, Com., 20c.         STONES—CARBORUNDUM—         No. 76
14. each     12	STEEL—Mild, base, 7c; Tool, 20c; Drill, Com., 20c.         STONES—CARBORUNDUM—         No. 76.       \$ .25       No. 128.       .75         No. 107.       1.15       No. 124.       .65         No. 108.       1.50       No. 180.       .50         No. 109.       1.00       No. 131.       .50         No. 110.       1.25       No. 142.       .50         No. 111.       .75       No. 143.       .50         No. 112.       .60       No. 144.       .50         No. 118.       .60       No. 145.       .30         No. 116.       \$1.25       No. 146.       .80         No. 116.       1.25       No. 147.       .80
14. each     12	STEEL—Mild, base, 7c; Tool, 20c; Drill, Com., 20c.         STONES—CARBORUNDUM—         No. 76.       \$ .25       No. 128.       .75         No. 107.       1.15       No. 124.       .65         No. 108.       1.50       No. 130.       .50         No. 109.       1.00       No. 131.       .50         No. 110.       1.25       No. 142.       .50         No. 111.       .75       No. 143.       .50         No. 112.       .60       No. 144.       .50         No. 113.       .60       No. 145.       .80         No. 116.       \$1.25       No. 146.       .80         No. 117.       1.25       No. 147.       .80         No. 118.       1.00       No. 140.       .65
1/4, each     1.12     1/4 x % each     .06       1/5, each     .15     1/4 x 1     .06       2 HINGLES—Tin, 5x7, \$2.50.     .07       2 HOVELS—Cheater     \$1.50     Gen. Maynard     2.25       2 Piqua     1.75     Maynard Pat     2.25       3 Nor. King     1.75     Rainier     1.50       3 Sterling     1.85     Pacifie     1.60       3 Stuart     2.00     Queen City     1.75       4 Hartford     2.00     Occident     1.75       4 Hartford     2.00     Olympic     1.75       5 No. 30     \$1.15     11D     .65       80     \$1.85     \$3WD     1.85	STEEL—Mild, base, 7c; Tool, 20c; Drill, Com., 20c.         STONES—CARBORUNDUM—         No. 76.       \$ .25       No. 128.       .75         No. 107.       1.15       No. 124.       .65         No. 108.       1.50       No. 180.       .50         No. 109.       1.00       No. 131.       .50         No. 110.       1.25       No. 142.       .50         No. 111.       .75       No. 143.       .50         No. 112.       .60       No. 144.       .50         No. 113.       .60       No. 145.       .80         No. 116.       \$1.25       No. 146.       .80         No. 117.       1.25       No. 149.       .15         No. 118.       1.00       No. 180.       .65         No. 119.       1.00       No. 184.       .60
14. each.     12 <td>STEEL—Mild, base, 7c; Tool, 20c; Drill, Com., 20c.         STONES—CARBORUNDUM—         No. 76.       \$ .25       No. 128.       .75         No. 107.       1.15       No. 124.       .65         No. 108.       1.50       No. 180.       .50         No. 109.       1.00       No. 131.       .50         No. 110.       1.25       No. 142.       .50         No. 111.       .75       No. 143.       .50         No. 112.       .60       No. 144.       .50         No. 113.       .60       No. 145.       .30         No. 116.       \$1.25       No. 146.       .80         No. 116.       1.25       No. 147.       .80         No. 117.       1.23       No. 149.       .15         No. 118.       1.00       No. 180.       .65         No. 119.       1.00       No. 184.       .60         No. 120.       1.00       No. 196.       .40         No. 121.       .75       No. 292.       .85</td>	STEEL—Mild, base, 7c; Tool, 20c; Drill, Com., 20c.         STONES—CARBORUNDUM—         No. 76.       \$ .25       No. 128.       .75         No. 107.       1.15       No. 124.       .65         No. 108.       1.50       No. 180.       .50         No. 109.       1.00       No. 131.       .50         No. 110.       1.25       No. 142.       .50         No. 111.       .75       No. 143.       .50         No. 112.       .60       No. 144.       .50         No. 113.       .60       No. 145.       .30         No. 116.       \$1.25       No. 146.       .80         No. 116.       1.25       No. 147.       .80         No. 117.       1.23       No. 149.       .15         No. 118.       1.00       No. 180.       .65         No. 119.       1.00       No. 184.       .60         No. 120.       1.00       No. 196.       .40         No. 121.       .75       No. 292.       .85
1/2     4x % each     .06       1/2     4x % each     .06       1/2     4x 1     .06       2     4x 1     .06       3     5-16x1 each     .07       3     5-16x1 each     .07       3     5-16x1 each     .07       3     6en. Maynard     2.25       4     1.75     Maynard Pat     2.25       5     1.75     Alki     1.50       8     1.75     Rainier     1.50       8     1.85     Pacifie     1.60       8     1.75     1.75     1.75       9     1.00     0.00     0.00     1.75       1.00     1.00     1.00     1.00     1.00       1.00     1.00     1.00     1.00     1.00     1.00       1.00 <t< td=""><td>STEEL—Mild, base, 7c; Tool, 20c; Drill, Com., 20c.         STONES—CARBORUNDUM—         No. 76.       \$ .25       No. 128.       .75         No. 107.       1.15       No. 124.       .65         No. 108.       1.50       No. 180.       .50         No. 109.       1.00       No. 131.       .50         No. 110.       1.25       No. 142.       .50         No. 111.       .75       No. 143.       .50         No. 112.       .60       No. 144.       .50         No. 113.       .60       No. 145.       .80         No. 116.       \$1.25       No. 146.       .80         No. 116.       1.25       No. 147.       .80         No. 117.       1.25       No. 149.       .15         No. 118.       1.00       No. 180.       .65         No. 119.       1.00       No. 184.       .60         No. 120.       1.00       No. 196.       .40         No. 121.       .75       No. 292.       .85         No. 122.       .75</td></t<>	STEEL—Mild, base, 7c; Tool, 20c; Drill, Com., 20c.         STONES—CARBORUNDUM—         No. 76.       \$ .25       No. 128.       .75         No. 107.       1.15       No. 124.       .65         No. 108.       1.50       No. 180.       .50         No. 109.       1.00       No. 131.       .50         No. 110.       1.25       No. 142.       .50         No. 111.       .75       No. 143.       .50         No. 112.       .60       No. 144.       .50         No. 113.       .60       No. 145.       .80         No. 116.       \$1.25       No. 146.       .80         No. 116.       1.25       No. 147.       .80         No. 117.       1.25       No. 149.       .15         No. 118.       1.00       No. 180.       .65         No. 119.       1.00       No. 184.       .60         No. 120.       1.00       No. 196.       .40         No. 121.       .75       No. 292.       .85         No. 122.       .75
1/2     4x % each     .06       1/2     4x % each     .06       1/2     4x 1     .06       2     4x 1     .06       3     5-16x1 each     .07       3     5-16x1 each     .07       3     5-16x1 each     .07       3     6en. Maynard     2.25       4     1.75     Maynard Pat     2.25       5     1.75     Alki     1.50       8     1.75     Rainier     1.50       8     1.85     Pacifie     1.60       8     1.75     1.75     1.75       9     1.00     0.00     0.00     1.75       1.00     1.00     1.00     1.00     1.00       1.00     1.00     1.00     1.00     1.00     1.00       1.00 <t< td=""><td>STEEL—Mild, base, 7c; Tool, 20c; Drill, Com., 20c.         STONES—CARBORUNDUM—         No. 76.       \$ .25       No. 128.       .75         No. 107.       1.15       No. 124.       .65         No. 108.       1.50       No. 180.       .50         No. 109.       1.00       No. 131.       .50         No. 110.       1.25       No. 142.       .50         No. 111.       .75       No. 143.       .50         No. 112.       .60       No. 144.       .50         No. 113.       .60       No. 145.       .30         No. 116.       \$1.25       No. 146.       .80         No. 116.       1.25       No. 147.       .80         No. 117.       1.23       No. 149.       .15         No. 118.       1.00       No. 180.       .65         No. 119.       1.00       No. 184.       .60         No. 120.       1.00       No. 184.       .60         No. 121.       .75       No. 292.       .85         STOVES—Common Air-Tights—       No. 16 Unlined.       \$2.25       No. 22 Lined.       \$4.50</td></t<>	STEEL—Mild, base, 7c; Tool, 20c; Drill, Com., 20c.         STONES—CARBORUNDUM—         No. 76.       \$ .25       No. 128.       .75         No. 107.       1.15       No. 124.       .65         No. 108.       1.50       No. 180.       .50         No. 109.       1.00       No. 131.       .50         No. 110.       1.25       No. 142.       .50         No. 111.       .75       No. 143.       .50         No. 112.       .60       No. 144.       .50         No. 113.       .60       No. 145.       .30         No. 116.       \$1.25       No. 146.       .80         No. 116.       1.25       No. 147.       .80         No. 117.       1.23       No. 149.       .15         No. 118.       1.00       No. 180.       .65         No. 119.       1.00       No. 184.       .60         No. 120.       1.00       No. 184.       .60         No. 121.       .75       No. 292.       .85         STOVES—Common Air-Tights—       No. 16 Unlined.       \$2.25       No. 22 Lined.       \$4.50
14. each.     12 <td>STEEL—Mild, base, 7c; Tool, 20c; Drill, Com., 20c.         STONES—CARBORUNDUM—         No. 76.       \$ .25       No. 128.       .75         No. 107.       1.15       No. 124.       .65         No. 108.       1.50       No. 180.       .50         No. 109.       1.00       No. 131.       .50         No. 110.       1.25       No. 142.       .50         No. 111.       .75       No. 143.       .50         No. 112.       .60       No. 144.       .50         No. 113.       .60       No. 145.       .80         No. 116.       \$1.25       No. 147.       .80         No. 116.       1.25       No. 147.       .80         No. 117.       1.25       No. 149.       .15         No. 118.       1.00       No. 180.       .65         No. 120.       1.00       No. 196.       .40         No. 121.       .75       No. 292.       .85         STOVES—Common Air-Tights—         No. 18 Unlined       \$2.25       No. 24 Lined       5.00         No. 24 Lined       5.00</td>	STEEL—Mild, base, 7c; Tool, 20c; Drill, Com., 20c.         STONES—CARBORUNDUM—         No. 76.       \$ .25       No. 128.       .75         No. 107.       1.15       No. 124.       .65         No. 108.       1.50       No. 180.       .50         No. 109.       1.00       No. 131.       .50         No. 110.       1.25       No. 142.       .50         No. 111.       .75       No. 143.       .50         No. 112.       .60       No. 144.       .50         No. 113.       .60       No. 145.       .80         No. 116.       \$1.25       No. 147.       .80         No. 116.       1.25       No. 147.       .80         No. 117.       1.25       No. 149.       .15         No. 118.       1.00       No. 180.       .65         No. 120.       1.00       No. 196.       .40         No. 121.       .75       No. 292.       .85         STOVES—Common Air-Tights—         No. 18 Unlined       \$2.25       No. 24 Lined       5.00         No. 24 Lined       5.00
1/2       1	STEEL—Mild, base, 7c; Tool, 20c; Drill, Com., 20c.         STONES—CARBORUNDUM—         No. 76.       \$ .25       No. 128.       .75         No. 107.       1.15       No. 124.       .65         No. 108.       1.50       No. 180.       .50         No. 109.       1.00       No. 131.       .50         No. 110.       1.25       No. 142.       .50         No. 111.       .75       No. 143.       .50         No. 112.       .60       No. 144.       .50         No. 113.       .60       No. 145.       .30         No. 116.       \$1.25       No. 146.       .80         No. 116.       1.25       No. 147.       .80         No. 117.       1.23       No. 149.       .15         No. 118.       1.00       No. 180.       .65         No. 119.       1.00       No. 184.       .60         No. 120.       1.00       No. 184.       .60         No. 121.       .75       No. 292.       .85         STOVES—Common Air-Tights—         No. 16 Unlined.       \$2.25       No. 22 Lined.       \$4.50         No. 18 Unlined.       \$0.0       No. 24 Lined.
1/2       1	STEEL—Mild, base, 7c; Tool, 20c; Drill, Com., 20c.  STONES—CARBORUNDUM—  No. 76. \$ .25 No. 128
1/2       1	STEEL—Mild, base, 7c; Tool, 20c; Drill, Com., 20c.  STONES—CARBORUNDUM—  No. 76. \$.25 No. 128
1/2       1	STEEL—Mild, base, 7c; Tool, 20c; Drill, Com., 20c.  STONES—CARBORUNDUM—  No. 76. \$ .25 No. 128
1/2       1	STEEL—Mild, base, 7c; Tool, 20c; Drill, Com., 20c.  STONES—CARBORUNDUM—  No. 76. \$ .25 No. 128
1/2       1	STEEL—Mild, base, 7c; Tool, 20c; Drill, Com., 20c.  STONES—CARBORUNDUM—  No. 76. \$ .25 No. 128
1/2       1	STEEL—Mild, base, 7c; Tool, 20c; Drill, Com., 20c.  STONES—CARBORUNDUM—  No. 76. \$ .25 No. 12875 No. 107. 1.15 No. 12465 No. 108. 1.50 No. 18050 No. 109. 1.00 No. 13150 No. 110. 1.25 No. 14250 No. 11175 No. 14350 No. 11175 No. 14450 No. 11260 No. 14450 No. 11860 No. 14530 No. 116. \$1.25 No. 14530 No. 116. \$1.25 No. 14780 No. 116. 1.25 No. 14780 No. 117. 1.25 No. 14915 No. 119. 1.00 No. 18065 No. 119. 1.00 No. 18065 No. 119. 1.00 No. 18065 No. 120100 No. 18460 No. 12175 No. 29235 STOVES—Common Air-Tights— No. 16 Unlined. \$2.25 No. 292 .35 No. 12 .76 STOVES—Common Air-Tights— No. 16 Unlined. \$2.25 No. 292 .35 No. 12 .76 STOKES — Common Air-Tights— No. 16 Unlined. \$2.25 No. 22 Lined. \$4.50 No. 20 Lined. 4.00 No. 26 Lined. 5.00 STRETCHERS—Wire—Elwood, \$1.25; Star (No. 482), \$1.75; Giant (Tackle Blk), \$2.50.  STOCKS & DIES— Green River List plus 25% Little Giant, List plus 25% No. 2
	STEEL—Mild, base, 7c; Tool, 20c; Drill, Com., 20c.
1/2       1	STEEL—Mild, base, 7c; Tool, 20c; Drill, Com., 20c.
	STEEL—Mild, base, 7c; Tool, 20c; Drill, Com., 20c.   STONES—CARBORUNDUM—   No. 76
1/2       4x % each       .06         1/3       4x 1       .06         8       4x 1       .06         8       1.5       4x 1       .06         8       5-16x 1 each       .07         8       1.75       5-16x 1 each       .07         8       1.75       1.75       Alki       .225         Piqua       1.75       Alki       1.50         Nor. King       1.75       Rainier       1.50         Stuart       2.00       Queen City       1.75         Holley       2.00       Queen City       1.75         Hartford       2.00       Olympie       1.75         Snow—       No. 30       \$1.15       11D       .65         No. 20       1.00       33WD       1.25         8HOT—Drop, 25c lb.; Buck, 25c; Chilled, 25c; Air Rifle,       1.1b. bags, 25c; Tubes ½-lb., 10c; 2 for 25c.       8HOES—Horse—Light, extra light or snow. All sizes, 10c lb.         MUIE—No. 00       40       40       1.1½c; 2 & larger, 11c.       Cast Sleigh—Flat, 9c lb.; Concave or Convex, 10c lb.         SMOOTH-ON—60c lb.       8NIPS—       Straight 7       \$2.75       Straight 100       2.00         Straight 8       2.20       Circula	STEEL—Mild, base, 7c; Tool, 20c; Drill, Com., 20c.   STONES—CARBORUNDUM—   No. 76.
1/2       4x % each       .06         1/3       each       .15       4x1       .06         SHINGLES—Tin, 5x7, \$2.50.       5-16x1 each       .07         SHOVELS—	STEEL—Mild, base, 7c; Tool, 20c; Drill, Com., 20c.   STONES—CARBORUNDUM—   No. 76.
	STEEL—Mild, base, 7c; Tool, 20c; Drill, Com., 20c.   STONES—CARBORUNDUM—   No. 76.
	STEEL—Mild, base, 7c; Tool, 20c; Drill, Com., 20c.   STONES—CARBORUNDUM—   No. 76.
	STEEL—Mild, base, 7c; Tool, 20c; Drill, Com., 20c.   STONES—CARBORUNDUM—   No. 76.

No. in. Price No. in. Price No. in. Price	TURNS—Cupboard—Brass Plated—Small, 20c; large, 25c. TWINE—Sacking—4:-lb. hank, 20c.
1 % \$1.50 2 % \$2.00 8 % \$3.75	TWINES—Cotton, 2 oz. balls, 10c each; Cones, 60c lb. Flax
SWEEPERS—Carpet— Universal\$8.75 American Queen 5.00	-18BC. ½-lb. balls, 25c each; 18BB, ½-lb. balls, 15c
Grand Rap. Jap 4.00 Club 8.50	each; 18BC, ½-lb. balls, 80c each. Spring, No. 4½, ½-lb. balls, 20c each; 1-lb. balls, 85c each. Sail—½-lb. hank,
Grand Rap. N. P 4.50 Parlor Queen 5.50 TAPS—Machine Hand— Disc.	15c each; ½-lb. hank, 30c each. Seine—60 to 42, 75c lb.: larger, 75c lb. Marlin—40c lb. Cotton Wicking.—
1-16 to 15-6420% 1 1-16 to 220%	lb.; larger, 75c lb. Marlin-40e lb. Cotton Wicking.— 14 to lb., 5c each; 8 to lb., 10c each.
14 to 1	TAPES— Starrett Lufkin Starrett Lufkin
Machine Screw—	No. 510, 25-ft. 260 \$8.85 550 8.00 No. 510, 50-ft 268 4.85 558 8.75
1½ to 1385% Pipe—	No. 510. 75-ft. 265 6.15 555 4.75
Machine Nut— 2½ to 8	No. 505, 25-ft. 240 8.25 100 4.00
8-16 to 1	No. 505, 50-ft. 248 4.00 108 5.00 No. 505, 75-ft. 245 5.25 105 6.25
TACKS—Bulk— Wire 8 ounce, per lb\$ .85	No. 505, 100-ft. 246 6.75 1260 8.60 1268 4.50
Wire 4 ounce and larger, per lb	1265 5.75
Blued Double Point, 9 to 12	VALLEY—Tin—4-in., 6c ft.; 10-in., 10c; 14-in., 14c; 20-in., 20c. Tin Valley—Painted 2 sides—14-in., 16c.
Galvanized Upholster 4 ounce and larger, per lb40	VALVES—
Bill Posters 4 ounce and larger, per lb	Standard Globe and Standard Angle Valves— Gate Valves—
Blued or Tind.  Dbl. Point 1/4 lb\$ .05 8 os. and larger 1/4 lb05 8 os. and larger 1/4 lb10	14
Wire 1/2 lb	%
Wire ¼ lb	1.25 ½ 1.65 ½ 2.05
1% to 2% os. % lb.\$ .10 4 os. and larger % lb10	1 2.25 1 2.80
TENTS—— Size 8-oz. 10-oz. Poles	1½ 4.25 1½ 5.00
7x7\$ 9.60 \$11.20 \$1.60 7x9	2 7.80 VISES—Solid Box—
9x9	85 lb\$12.50 65 lb 17.50 90 lb 25.00 40 lb 18.15 70 lb 18.75 95 lb 26.25
9 ½ x12 15.50 18.05 2.00 12x14 20.75 24.25 2.85	45 lb 18.75 75 lb 20.00 100 lb 27.50
12x18	50 lb 14.40 80 lb 21.90 125 lb 85.65 55 lb 15.00 85 lb 28.15 150 lb 48.60
14x20 88.85 89.80 8.60	60 lb 16.25 WATCHES—
16x18	Yankee \$1.85 Junior 2.75
16x24	Eclipse 2.00 Radiolite 2.50
A or Wedge	Triumph 1.50 Midget 2.75 Eclipse 2.00 Radiolite 3.50 WASHERS—Out—3-16, 25c lb.; ¼, 22c; 5-16, 20c; Malle- able, 13c; Cast, 6c; 8-8, 17c; ½, 14c; ½, 14c; ½, 14c; ½, 14c;
7x7, 8 oz 7.55 7x7, 10 oz 8.80	WEANERS-Calf-Shaws No. 1, 50c; No. 2, 65c. Hoosier
7x9, 8 oz 9.05 7x9, 10 oz	No. 11, 75c; No. 12, 85c. WASTE—No. 1 White, 25c lb.; No. 2, 28c; No. 2 Colored,
TEES-Stove Pipe-Cylinder-	20c. lb.
Asbestos 6 inch—— Adjustable 6 inch—— 6x4, each	WAX—Floor, 60c., WEDGES—Truckee-Alki, lb., 15c; Oregon-Atha, 25c; Cedar-
6x6, each	Atha, 25c; Uedar-Alki, 15c; Falling, 27c; Saw, 19c.
6x8, each	WEIGHTS—Sash—8 lbs. and over, 4c lb. Eveners or Balances—½, 7c lb.
THIMBLES—Asbestos—Each, 6x4, 90c; 6x6, \$1.25; 6x8, \$1.65; 8x6, \$1.75. Adj. Stove Pipe—4 to 8, 50c; 6 to 12,	WIRE—Plain Fence— Black—Nos. 6 to 16, 5 to 24-lb., lots
75c.	GalvanizedNos 6 to 16, 5 to 24-lb., lots
THIMBLES—Flue—6-in., 10c; 7 in., 10c. THICKNESS GUAGES—40% above list price.	Black, 1 to 5-lb\$ .10 Galv., 1 to 5-lb12 Barbed Fence—
TIN—Common Roofing—40c per sheet. TONGS—Vulcan Chain—31. \$8.50: 82. \$5.00: 88. \$7.00:	Glidden Ptd, \$6.80; Glidden Galv., \$7.00; Baker Ptd, \$6.55; Baker Galv., \$7.25; Waukeganito Galv., \$8.00; Am. Spel
83 4, 89.00; 84, \$11.00. TORCHES—C & L—No. 31, \$6.50; No. 32, \$6.75; No. 18, \$5.00; No. 87, \$5.50; No. 47, \$7.25; No. 28, \$2.00.	Galv., 80 rd spls, ea., \$4.45; Glidden 80 rd spls, \$5.90; Baling Wire—14 Ga., Full Coils, \$6.55 100 lbs.; 15 Ga.,
\$5.00; No. 87, \$5.50; No. 47, \$7.25; No. 28, \$2.00.	86.65: 16 Ga., 86.75.
TRAPS— Victor Newhouse Each Dos. Each Dos.	Broken Coils—1 to 24-lb. add 3c lb.; 25 to 50-lb. add 2c lb.; 50 to 100-lb. add 1 c lb.
No. 0 \$ .20 \$1.50 \$ .85 \$8.80	Bale Ties- 91/2 ft., 15 Ga., per bundle of 250, \$8.25
No. 1 .25 1.80 .40 8.85 No. 1½ .80 2.65 .50 5.80	WOOL—Steel—1-lb. rolls—0, 85c; 1, 75c. Wheels—Grinding Discount 40%.
No. 2 .40 8.75 .85 8.50 No. 8 .50 5.00 1.15 11.50	WHEELBARROWS— Ajax \$ 5.25 No. 5 Tubular 14.50
No. 4 .65 5.85 1.25 18.50	Scioto 5.75 Garden K&J No. 1. 6.00
No. 6 , 18.75 204.00	Pan. Amer 10.50 No. 3 8.00 K&G Concrete 18.50 No. 4 8.00
Jump Each Doz.	No. 2   No. 4   No. 5   No. 4   No. 5   No.
No. 0 .20 2.00 No. 1 .80 2.75	No. 4 Tubular 12.00 WRENCHES—
No. 1 1/4 .40 8.75	Agri. Coes PS&W
No. 2 .50 5.00 TROUGH—	6 in. \$ .60 \$1.35 \$1.25 8 in75 1.75 1.50
Eaves— 5 inch, per dos85	10 in90 2.00 1.75 12 in. 1.10 2.25 2.00
5 in15 End Caps—	15 in. 1.40 8.00 2.75
6 in	21 in. 4.50 4.25
4 in	Crescent— 10 in 1.40 4 in \$1.00 14 in 1.95
6 in	6 in 1.00 18 in 2.75
Hangers—Wire— 5 in	10 in
TROWELS—Rose Brick, Wood Hdl.—10 1/2, \$1.65; 11, \$1.65;	12 in
TROWELS—Rose Brick, Wood Hdl.—10 1/2, \$1.65; 11, \$1.65; 111/4, \$1.65; 12, \$1.65. Marshaltown Lea.—10 1/2, \$2.00; 11 1/2, \$2.00; 12, \$2.00. Plastering—11, \$2.50; 11, \$2.00; 12, \$2.50.	Stilson & Trimo— 6-8
TUBS—Galvanized—Common. 0. \$1.25; 1. \$1.50; 2. \$1.65;	8 in 1.25
8, \$1.85; 12, \$1.75; 18, \$2.00. Ex. Heavy—100s, \$2.25;	Parts for Trimo & Stilson 85% Discount.  ZINC—Full Sheets. 40c lb.: less than Sheets, 50c lb.
200s, \$2.50; 800s, \$2.75.	WALTO - # UII DOUGTER THE SUI, 1000 MARKS DISCORDED CO.

## WHERE T

Classified list of the products of progressive manufacturers — Goods that can be depended upon. Note carefully our advertising pages for particulars, or address our information department.

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Aluminum Goods Mfg. Co., Manito-

Aluminum Goods Mfg. Co., Manitowoc, Wis.

Buckeye Aluminum Co., Wooster, O.

AMMUNITION
Giant Powder Co., San Francisco, Cel.
Peters Cartridge Co., Cincinnati, O.;
San Francisco, Cal.

ASBESTOS FURNACE CEMMENT
Wm. Conners Paint Mfg. Co., Troy.
New York.

James Swan Co., Seymour, Conn.
Lebanon Machine Co., Lebanon, N. H.
Peck, Stow & Wilcox Mfg. Co., Southington, Conn. and Cleveland, Ohio.
Progressive Mfg. Co., Torrington, Ot.

AUTOMATIC SCALES
Detroit Automatic Scale Co., Detroit,

Detroit Automatic Scale Co., Detroit, Mich.
AUTOMOBILE ACCESSORIES AND

SUPPLIES

American Chain Co., Bridgeport, Conn.
Auto Pedal Pad Co., New York, N. Y.
Automobile Accessories Co., Baltimore,
Maryland.
Boston Woven Hose & Rubber Co.,
Boston, Mass.
Buffum Tool Co., Louisiana, Mo.
Century Plainfield Tire Co., Plainfield,
N. J.
Chicago Flexible Shees SUPPLIES

N. J. Trainfield The Co., Chicago.
Chicago Flexible Shaft Co., Chicago.
Curtis Pneu. Machinery Co., St. Louis,
Missouri.
Dunham, Carrigan & Hayden, San
Francisco, Cal.
Eclipse Mfg. Co., Indianaoplis, Ind.
L. P. Halladay Co., Streator, Ill.
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Hartford Rubber Works, New York.
Honeyman Hardware Co., Portland, Or.
W. H. Howell Co., Geneva, Ill.
Joseph Dixon Crucible Co., Jersey
City, N. J.

Joseph Dixon Crucide Co., sersey City, N. J.
Lane Bros. Co., Poughkeepsie, N. Y.
Lee Broom & Duster Co., Lincoln, Neb.
Frank Mossberg Co., Attleboro, Mass.
Motor Car Supply Co., Chicago, Ill.
Mound Tool Co., St. Louis, Mo.
Pacific Hdwe. & Steel Co., San Francisco. Cal.

Pacific Hdwe. & Steel Co., San Francisco, Cal.
Romort Mfg. Co., Seattle, Wash.
Rubber Insulated Metals Corp., Plainfield, N. J.
L. C. Ryan & Sons, Pacific Grove, Cal.
R. F. Sedgley, Philadelphia, Pa.
Stanley Works, New Britain. Conn.
Staybestos Mfg. Co., Germantown, Pa.
Spring Leaf Lubricator Co., Ann Arbor, Mich.
Strevell-Paterson Hardware Co., Salt
Lake City, Utah.
Salt Lake Hardware Co., Salt Lake
City, Utah.
Simmons Hdwe. Co., St. Louis, Mo.

City, Utah.

Simmons Hdwe. Co., St. Louis, Mo.
Union Hdwe. & Metal Co., Los Angeles, Cal.
U. S. Tire Co., New York, N. Y.
Tritch Hardware Co., Denver. Colo.
Whiton Hardware Co., Seattle, Wash.
Weed Chain Tire Grip Co., New York.
AUTOMOBILE OILS
Monamobile Oil Co., San Francisco.
Platt & Washburn Refining Co., New
York and San Francisco.
Tiona Oil Co., Binghamton, N. Y.
Union Hdwe. & Metal Co., Los Angeles, Cal.

AUTOMOBILE POLISH Common Sense Mfg. Co., San Fran-cisco, Cal., and St. Louis, Mo.

Simmons Hdw. Co., St. Louis, Mo.

BABBITT METAL Wheeling Corrugating Co., Wheeling, W. Va. Whitaker-Glessner Co., Wheeling, W.Va.

BAKING PANS
Wheeling Corrugating Co., Wheeling.
W. Va.

Whitaker-Glessner Co., Wheeling, W.Va. BALL COCKS Boston Brazs Co., Waltham, Mass.

BARB WIRE

ARB WIRE American Steel & Wire Co., Chicago, Ill.; San Francisco and Los Angeles, Cal.; Portland, Ore., and Seattle. Pittaburgh Steel Co., Pittaburgh, Pa., and 815-819 Monadnock Bidg., San Francisco, Cal.
John A. Roeblings Sons Co., Portland, Oregon.

United States Steel Products Co., San Francisco, Cal.; Los Angeles, Cal.: Portland, Ore.; Seattle, Wash.

BARN DOOR HANGERS Hunt, Helm, Ferris & Co., Harvard, Illinois. Illinois.

Lane Bros. Co., Poughkeepsie, N. Y.
McKinney Mfg. Co., Pittsburgh, Pa.
Richards-Wilcox Mfg. Co., Aurora, Ill.
Safety Door Hanger Co., Ashland, O.
Stanley Works, New Britain, Conn.
Wagner Mfg. Co., Cedar Falls, Iowa.

BARN DOOR LATCHES
P. & F. Corbin, New Britain, Conn.
Lane Bros. Co., Poughkeepsie, N. Y
Stanley Works, New Britain, Conn.

BATTERIES Whiton Hardware Co., Seattle, Wash.

BIRD CAGES AND SUNDRIES
O. Lindemann & Co., New York, N. Y.

TS
Buffum Tool Co., Louisiana, Mo.
Lebanon Machine Co., Lebanon, N. H.
Peck, Stow & Wilcox Mfg. Co., Southington. Conn. and Cleveland, Ohio.
Progressive Mfg. Co., Torrington, Ct.

BLACKSMITHS' SUPPLIES Buffum Tool Co., Louisiana, Mo Buffalo Forge Co., Buffalo, N.

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Giant Powder Co., San Francisco, Cal.
Hercules Powder Co., Wilmington, Del.

BOILER GRAPHITE
Joseph Dixon Crucible Co., Jersey
City, N. J.

BOILER HANDLES Berger Bros. Co., Philadelphia, Pa.

BOLT CASES
American Bolt & Screw Case Co., Dayton, O.

BOLT CLIPPERS
ii. K. Porter Co., Everett, Mass.

BOLTS-Door LTS—BOOF.

Rommer Bros., Brooklyn, N. Y.

Chicago Spring Butt Co., Chicago, Ill.

P. & F. Corbin, New Britain, Conn.

Shelby Spring Hinge Co., Shelby, O.

The Stanley Works, New Britain, Ct.

BOX OPENERS Bridgeport Hdwe. Mfg. Co., Bridge-port, Conn.

BRACES Peck, Stow & Wilcox Mfg. Co., South-ington, Conn. and Cleveland, Ohio.

BRACKETS—Shelf
Atlas Mfg. Co., New Haven, Conn.
P. & F. Corbin, New Britain, Conn.
The Stanley Works, New Britain, Ct.
BRAKE LINING
Staybestos Mfg. Co., Germantown, Pa.

BRAZIERS

Clayton & Lambert Mfg. Co., Detroit, Michigan. Turner Brass Works, Sycamore, Ill.

BRIDLE IRONS Lane Bros. Co., Poughkeepsie, N. Y.

BROOMS Lee Broom & Duster Co., Lincoln, Neb.

BUILDERS' HARDWARE
Hammond Lumber Co., Los Angeles, Cal.

Cal. Peck, Stow & Wilcox Mfg. Co., South-ington, Conn. and Cleveland, Ohio. Russell & Erwin Mfg. Co., New Brit-ain, Conn.

BUTTS
P. & F. Corbin, New Britain, Conn.
The Chicago Spring Butt Co., Chicago.
Shelby Spring Hinge Co., Shelby, O.
Stanley Works, New Britain, Conn.

CANS AND SPECIALTIES
Stuber & Kuck, Peoria, Ill.

PS, BLASTING Giant Powder Co., San Francisco, Cal. Hercules Powder Co., Wilmington, Del.

CARBORUNDUM Carborundum Co., Niagara Falls, N. Y. CASH REGISTERS

National Cash Register Co., Dayton, O. CASTERS

Faultless Caster Co., Evansville, Ind. Universal Caster & Foundry Co., New-ark, N. J.

CATCHES—Transom
P. & F. Corbin, New Britain, Conn.
Shelby Spring Hinge Co., Shelby, O.

CEILING PLATES
Beaton & Oorbin Mfg. Co., Southington, Conn.
CELLAR WINDOW SETS
Shelby Spring Hinge Co., Shelby, O.
Stanley Works, New Britain, Conn.
CHAIN

CHAIN

CHAIN

American Chain Co., Bridgeport, Conn.
Shelby Spring Hinge Co., Shelby, O.

CHAIR TIPS
Elastic Tip Co., Boston, Mass.
Henry Peabody & Co., New York,
CHEMICAL ENGINES
O. J. Childs Co., Utica, N. Y.

CHERRY SEEDERS
Enterprise Mfg. Co., Philadelphia, Ps.

CHISELS
Peck, Stow & Wilcox Mfg. Co., Southington, Conn. and Cleveland, Ohio.

CLIPPERS
H. K. Porter, Everett, Mass.

H. K. Porter, Everett, Mass. CLOCKS

CLOCKS

New Haven Clock Co., New Haven,
Conn.

COAT AND HAT HOOKS

Atlas Mig. Co., New Haven, Conn.
Shelby Spring Hinge Co., Shelby, C.

CONCRETE MIXERS

Lansing Wheelbarrow Co., San Francisco. Cal.

CONDUCTOR ELBOWS
Ferdinand Dieckmann Co., Cincinnati,
Ohio.

COPPER GASKETS
Beaton & Cadwell Mig. Co., New Britain, Conn.

CORDAGE
Columbian Rope Co., Auburn, N. Y.

Condage Co., Portland, Ore.

CORDAGE

Columbian Rope Co., Auburn, N. Y.
Portland Cordage Co., Portland, Ore.
Samson Cordage Works, Boston, Mass.
CURRY COMBS
New York Stamping Co., Brooklyn.

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Jacobs Bros. Co., Inc., New York.
Ontario Knife Co., Franklinville, N. Y.
Simmons Hardware Co., St. Louis, Mo.
Salt Lake Hardware Co., Salt Lake
City, Utah.
Schwabacher Hardware Co., Seattle,
Wash.
Strevell-Paterson Hardware Co., Salt
Lake City, Utah.

Greenfield Tap and Die Corporation, Greenfield, Mass.

DOOR HANGERS Ann. Helm, Ferris & Co., Harvard, Ill.
Lane Bros. Co., Poughkeepsie, N. Y.
Richards-Wilcox Mfg. Co., Aurors, Ill.
Safety Door Hanger Co., Ashland, O.
Stanley Works, New Britain, Conn.
Wagner Mfg. Co., Cedar Falls, Iowa.

Maryland.

DOOR LATCHES
Lane Bros. Co., Poughkeepsie, N. Y.
The Stanley Works, New Britain, Ct.

DOOR PULLS Bommer Brothers, Brooklyn, N. Y.

DOOR SPRINGS Chicago Spring Butt Co., Chicago, Ill.

DRAG SAWS
R. M. Wade & Co., Portland, Ore.

DRINKING FOUNTAINS
Buffum Tool Co., Louisiana, Mo.
M. L. Kline, Portland, Ore. DRILLS

Buffalo Forge Co., Buffalo, N. Y. Goodell-Pratt Co., Greenfield, Mass. North Bros. Mfg. Co., Philadelphia, Pa. DUMBWAITERS

Sedgwick Machine Works, New York. DUSTERS

Lee Broom & Duster Co., Lincoln, Neb. DYNAMITE

NAMITE Dupont Powder Co., Wilmington, Del. Giant Powder Co., San Francisco, Cal. Hercules Powder Co., Wilmington, Del.

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Pacific Hardware & Steel Co., San
Francisco.
Sait Lake Hardware Co., Salt Lake,
Utah.

Western Agencies Co., San Francisco,

**ELEVATORS** Sedgwick Machine Works, New York.

Sedgwick Machine Works, New York.

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Honeyman Hardware Co., Portland, Or.
Central Stamping Co., New York, N.Y.
New York Stamping Co., Brocklyn, N.Y.
Lalance & Grosjean Mig. Co., New
York, Chicago and San Francisco.
Salt Lake Hardware Co., Salt Lake
City, Utah.
Simmons Hardware Co., St. Louis, Mo.
Strevell-Paterson Hardware Co., Salt
Lake City, Utah.

ENGINES Lansing Wheelbarrow Co., San Fran-cisco, Cal.

ESCUTCHEONS
P. & F. Corbin, New Britain, Conn.
Shelby Spring Hinge Co., Shelby, O.
FASTENERS—Casement Window
Shelby Spring Hinge Co., Shelby, O.

FAUCETS Thos. Savill's Sons, Philadelphia, Pa. Lane Bros. Co., Poughkeepsie, N. Y. FENCE

United States Steel Products Co., San Francisco, Los Angeles, Cal.; Port-land, Ore.; Seattle, Wash.

FILES
Delta File Works, Philadelphia, Pa.
Henry Disston & Sons, Philadelphia.
Nicholson File Co., Providence, R. I.
McCaffrey File Co., Philadelphia, Pa.
Simonds Mfg. Co., Fitchburg, Mass.
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O. J. Childs Co., Utics, N. Y.

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Clayton & Lambert Mfg. Co., Detroit,
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R. I.

Stanley G. Flagg & Co., Philadelphia. FLOOR AND CEILING PLATES

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Beaton & Corbin Mfg. Co., Southington, Conn.

FLOOR HINGES
Standard Mfg. Co., Shelby, Ohio.
FLOOR SLEEVES

Beaton & Cadwell Mfg. Co., New Brit-ain, Conn.

FORGES Buffalo Forge Co., Buffalo, N. Y.

FRY PANS Central Stamping Co., New York, N.Y. New York Stamping Co., Brooklyn. Wheeling Corrugating Co., Wheeling, W. Va.

FURNACES
Oulter & Proctor Stove Co., Peoria,
Illinois. Otto Berns, Newark, N. J.

FURNITURE SLIDES
Universal Caster & Foundry Co., New-ark, N. J.

GALVANIZED FITTINGS
Ferninand Dieckmann Co., Cincinnati,

GALVANIZED GOODS Wheeling Corrugating Co., Wheeling, HATCHETS W. Va.

GARAGE EQUIPMENT
Lane Bros. Co., Poughkeepsie, N. Y.
Richards-Wilcox Mfg. Co., Aurora. Ill.
Hunt, Helm, Ferris & Co., Harvard, Ill.
The Stanley Works, New Britain, Ct.

GARDEN TOOLS
Buffum Tool Co., Louisiana, Mo.
J. E. Gilson Co., Port Washington,
Wis.
C. S. Norcross & Sons, Bushnell, Ill.
Union Fork & Hoe Co., Columbus, O.

GAS HEATERS Hess-Snyder Co., Massillon. O. Minier Gas Heater Co., South Pasa-dena, Cal.

GAS RANGES
James Graham Mfg. Co., San Francisco.

GASOLINE TORCHES
Clayton & Lambert Mfg. Co., Detroit,
Michigan.
Otto Berns, Newark. N. J.

GRAPHITE
Joseph Dixon Crucible Co., Je
N. J.; San Francisco, Cal. Jersey City.

GRAPHITE PAINT
Joseph Dixon Orucible Co., Jersey City, HOSE
New Jersey.

Bos

HANGING SCALES
Pelouse Mfg. Co., Chicago, Illinois.
Triner Scale Co., Chicago, Ill.

HARDWARE JOBBERS
Baker & Hamilton, San Francisco, Cal.
Dunham, Carrigan & Hayden, San
Francisco, Cal.
A. M. Holter Hardware Co., Helena,
Montana.
Hammond Lumber Co., Los Angeles.
Honeyman Hardware Co., Portland, Or.
Jensen, King, Byrd Co., Spokane, Wn.
Pacific Hardware & Steel Co., San
Franciaco, Cal.

Pacific Hardware & Steel Co., San Franciaco, Cal. Salt Lake Hardware Co., Salt Lake City, Utah. Simmons Hardware Co., St. Louis, Mo. Strevell-Paterson Hdwe. Co., Salt Lake City, Utah. Union Hardware & Metal Co., Los An-

geles, Cal.
Thomson-Diggs Co., Sacramento, Cal.
Whiton Hardware Co., Seattle, Wash.

Enterprise Mfg. Co. of Pa., Philadelphia Pa.
Maryland.
Russell & Erwin Mfg. Co., New Britain, Conn.
Schlichter Mfg. Co., Hamilton, Ohio.

BCAUSE

SCHOPPERS

HARDWARE SPECIALTIES

Bridgeport Hardware Mfg. Co., Bridgeport, Conn.

Buffum Tool Co., Louisiana, Mo..

Crescent Tool Co., Jamestown, N. Y.

Delta File Works. Philadalphia Pa HARDWARE SPECIALTIES

Bridgeport Hardware Mfg. Co., Bridgeport, Conn.

Buckeye Aluminum Co., Doylestown, O.

Buffum Tool Co., Louisiana, Mo.

Crescent Tool Co., Jamestown, N. Y.

Delta File Works, Philadelphia, Pa.

Enterprise Mfg. Co., Philadelphia, Pa.

Excelsior Bag & Mfc. Co., Troy, N. Y.

Fred J. Meyers Mfg. Co., Hamilton, O.

Lane Bros. Co., Poughkeepsie, N. Y.

Lufkin Rule Co., Saginaw, Mich.

New York Stamping Co., Brooklyn, N.Y.

Richards-Wilcox Mfg. Co., Aurora, Ill.

Salt Lake Hardware Co., Salt Lake

City, Utah.

Shelby Spring Hinge Co., Shelby, O.

Simmons Hdw. Co., St. Louis, Mo.

Stanley Works, New Britain, Conn.

Strevell-Paterson Hdwe. Co., Salt Lake.

Thomson-Diggs Co., Pittsburgh, Pa.

HARNESS HARDWARE

Covert Mfg. Co., Troy, N. Y.

Salt Lake Hardware Co., Salt Lake

City, Utah.

Simmons Hdw. Co., St. Louis, Mo.

HEATERS
Minier Gas Heater Co., South Passdena. Cal.
HEEL PLATES
Star Heel Plate Co., Newark, N. J.

HINGES

HINGES

Bommer Brothers, Brooklyn, N. Y.
P. & F. Corbin, New Britain, Conn.
P. & F. Corbin, New Britain, Conn.
The Chicago Spring Butt Co., Chicago.
Shelby Spring Hinge Co., Shelby, O.
Stanley Works, New Britain, Conn.
Superior Spring Hinge Co., Chicago
and Los Angeles.
HOLLOW HANDLE TOOL KITS
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.
HOOK AND EXPANSION PLATES

HOOK AND EXPANSION PLATES Beaton & Cadwell Mfg. Co., New Brit-ain, Conn. HORSE SHOES

Phoenix Horse Shoe Co., Chicago, Ill. United States Steel Products Co., San Francisco, Los Angeles, Portland and Sastil Seattle.

Joseph Dixon Orucible Co., Science, New Jersey.

GRASS CATCHERS
Excelsior Bag & Mfg. Co., Troy, N. Y.
Philadelphia, Pa.
Specialty Mfg. Co., St. Anthony Park,
Minnesota.

GRINDERS
The Carborundum Co., Niagara Falls,
New York.

HAMMERS
Vanghan & Bushnell Mfg. Co., Chicago, Ill.

HANDLES
Buffum Tool Co., Louisiana, Mo.
Ivory Handle Co., Hope, Ark.

HAND FIRE EXTINGUISHERS
O. J. Childs Co., Utica, N. Y.

HAND CARTS
Lansing Wheelbarrow Co., San Francisco, Cal.
Jacobs Bros. Co., Inc., New York, N. Y.
Jacobs Bros. Co., Inc., New York, Jensen, King, Byrd Co., Spokane, Wn.
Lalance & Grozjean Mfg. Co., New
York, Chicago and San Francisco.
Landers, Frary & Clark, New Britain,
Connecticut.
Fred J. Meyers Mfg. Co., Brooklyn, N.Y.

Nu-Sink Co., Los Angeles and San Francisco, Cal.
Ontario Knife Co., Franklinville, N. Y.
Orona Mg. Co., Boston, Mass.
Pacific Hardware & Steel Co., San Francisco, Cal.
Schlichter Mfg. Co., Hamilton, Ohio.
Strevell-Paterson Hardware Co., Salt Lake City, Utah.
Wheeling Corrugating Co., Wheeling, W. Va. Whiton Hardware Co., Seattle, Wash. ICE CREAM FREEZERS
North Bros. Mfg. Co., Philadelphia. ICE SCALES Pelouse Mfg. Co., Chicago, Ill. Triner Scale Co., Chicago, Ill. INTERIOR METAL DECORATIONS
Wheeling Corrugating Co., Wheeling,
W. Va.

W. Va.

IRON AND STEEL

Pacific Hardware & Steel Co., San
Francisco, Cal.

Salt Lake Hardware Co., Salt Lake
City, Utah.

Strevell - Paterson Hardware Co., Salt
Lake City, Utah.
Thomson-Diggs Co., Sacramento, Cal.
United States Steel Products So., San
Francisco, Los Angeles, Portland and
Seattle.
Wheeling Corrugating Co., Wheeling,
W. Va. Whiton Hardware Co., Seattle, Wash. CKS—Carriage, Truck Lane Bros. Co., Poughkeepsie, N. Y.

JOIST HANGERS
Lane Bros. Co., Poughkeepsie, N. Y.
KICK PLATES
Rommer Bros. Co., Brooklyn, N. Y.
Shelby Spring Hinge Co., Shelby, O. KNIVER Ontario Knife Co., Franklinville, N. Y.

Ontario Knile Co., Franklinville, M. L.
KNOBS—Door
P. & F. Corbin, New Britain, Conn.
Shelby Spring Hinge Co., Shelby, O.
LAVATORY SPRING HINGES
Onicago Spring Butt Co., Chicago, Ill.
LAWN MOWERS
Pacific Hardware & Steel Co., San
Francisco, Cal.

Pacific Hardware & Steel Co., San
Francisco, Cal.
Philadelphia Lawn Mower Co., Philadelphia, Pa.
Pennsylvania Lawn Mower Co., Philadelphia, Pa.
Pennsylvania Lawn Mower Co., Philadelphia, Pacific Pacific Philadelphia, Pac delphia, Pa. Simmons Hdw. Co., St. Louis, Mo.

Simmons Hdw. Uo., St. Louis, Av.
LAWN SPRINKLERS
Buffum Tool Co., Louisiana, Mo.
Enterprise Mfg. Co. of Pa., Philadelphia, Pa.
Stuber & Kuck, Peoria, Ill.
Thompson Mfg. Co., Los Angeles, Cal.
Will's Sprinkler Co., Los Angeles, Cal.

LAWN SWEEPERS
Philadelphia Lawa Mower Co., Philadelphia, Pa. LENS

Osgood Lens & Supply Co., Chicago.

LEVELS

Bridgeport Hardware Mfg. Corp.,
Bridgeport, Conn.
Goodel-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Philadelphia.
Stanley Rule & Level Co., New Britain, Conn.

LINOLEUM Armstrong Cork Co., Lancaster, Pa. LOCKS

LOCKS
P. & F. Corbin, New Britain, Conn.
Corbin Cabinet Lock Co., New Britain, Conn.
Shelby Spring Hinge Co., Shelby, O.
MALLEABLE FITTINGS
Stanley G. Flagg & Co., Philadelphia.
Penn.

MANUFACTURERS' AGENTS ANUFACTURERS' AGENTS
Bailey & Drake Co., San Francisco.
A. H. Coates Co., San Francisco, Oal.
George E. Dalton, Los Angeles, Oal.
W. D. Caldwell, San Francisco.
E. C. Coffin & Co., Salt Lake, Utah.
Horace Allen, San Francisco.
S. V. Armstrong, San Francisco.
Phil Bekeart Co., San Francisco.
W. F. Boardman & Co., San Francisco.
Cal.
A. L. Conger Co., San Francisco.

### WHERE TO BUY-Continued

Omer Cox, San Francisco.
Geo. F. Eberhard Co., San Francisco.
Ewing-Lewis Co., San Francisco and
Los Angeles, Cal.
Griffith Sales Co., Sheldon Bldg., San
Francisco, Cal.
Edward Knoble & Son, Tacoma, Wash.
Chas. L. Lewis, 268 Market St., San Chas. L. Lewis, 268 Market St., San Francisco, Cal. French & Linforth, San Francisco. C. W. Gause Co., San Francisco. W. H. Gilbert, San Francisco and Los C. W. Gause Co., San Francisco.
W. H. Gilbert, San Francisco and Los Angeles.
B. Hanna, Los Angeles.
Ilaven & Haven, San Francisco, Cal.
D. L. Herman, Beattle.
H. A. Heppner & Co., Portland.
Wm. P. Horn Co., San Francisco.
M. Howard, San Francisco.
M. Howard, San Francisco.
C. N. & F. W. Jones, 708 Equitable Savings Bank Bldg., Los Angeles.
C. N. & F. W. Jones, San Francisco.
E. A. Keithley, San Francisco.
P. C. & A. E. Lowrey, San Francisco.
O. A. Maydwell & Co., San Francisco.
J. T. McDevitt, San Francisco.
J. T. McLean Co., Seattle.
Osgood & Howell, San Francisco.
A. Rannie, San Francisco.
O. S. Rhea, Berkeley, Cal.
Jno. T. Rowntree, San Francisco, Portland, Or., Los Angeles, Denver, Colo.
Rowntree & Wishon, San Francisco.
A. C. Rulofson, San Francisco and Los Angeles.
C. P. Rust & Co., San Francisco. Cal. Angeles.
C. P. Rust & Co., San Francisco, Cal.
C. H. Smith & Bro., Los Angeles.
T. H. Speddy, San Francisco.
C. H. Stanyan, San Francisco.
G. H. Stanyan, San Francisco.
J. A. Tuthill, Los Angeles, Cal.
S. F. Wilbur Co., San Francisco, Cal.
Thomas A. Williams, Salt Lake.
S. G. Wilson, Los Angeles.
Fred P. Winchester, San Francisco.
John J. Wirtner, San Francisco.
Wright & Lacey, San Francisco.
SCHANICS' TOOLS Angeles.

MECHANICS' TOOLS
Buffum Tool Co., Louisiana, Mo.
The Keystone Mfg. Co., Buffalo, N. Y.
The James Swan Co., Seymour, Conn. Wheeling Corrugating Co., Wheeling, W. Va.

Wheeling Corrugating Co., Wheeling, W. Va. MILLS—Coffee, Spice, Corn Lane Bros. Co., Poughkeepsie, N. Y.

MITRE BOXES H. C. Marsh Co., Rockford, Ill.

MITRE MACHINES H. C. Marsh Co., Rockford, Ill. MOTOR CARS

Bush Motor Co., Chicago, Ill.
NAIL CLIPS
H. O. Cook Co., Ansonia, Conn.
NAIL SETS

James Swan Co., Seymour, Conn.
NAILS, STAPLES, SPIKES
American Steel & Wire Co., Chicago,
Ill.; San Francisco and Los Angeles,
Cal.; Portland, Ore., and Seattle,
Washington.

OIL STONES
The Carborundum Co., Niagara Falls,
New York.
OIL STOVES

Ringen Stove Co., St. Louis, Mo. PAINTS

The Brininstool Co., Los Angeles, Cal. Wm. Conners Paint Mfg. Co., Troy, Joseph Dixon Crueible Co., Jersey City, N. J.

N. J.
Montauk Paint Mfg. Co., Brooklyn.
Pacific Hardware & Steel Co., San
cisco, Cal.
Simmons Hardware Co., St. Louis, Mo.
Salt Lake Hardware Co., Salt Lake
City, Utah.

City, Utah.
Strevell-Paterson Hardware Co., Salt
Lake City, Utah.
A. Wilhelm Co., Reading, Pa.

PAINT BRUSHES Rubberset Company, Newark, N. J.

PEDAL PADS
Auto Pedal Pad Co., New York, N. Y.

PIPE Central Foundry Co., New York.
Abendroth Bros., Port Chester, N. Y.
Alabama Flue & Foundry Co., Anniston, Ala.
American Enameling Mfg. Corp., New
York, N. Y.

American Foundry & Pipe Co., Penns Sta., Pa.

Sta., Pa.
Anniston Foundry Co., Anniston, Ala.
Bessemer Soil Pipe Co., Bessemer, Ala.
Casey Hedges Co., Gadsden, Ala.
Casey Hedges Co., Chattanooga, Tenn.
Charlotte Pipe & Fdy. Co., Charlotte,
North Carolina.
Coosa Pipe & Foundry Co., Birmingham, Ala.
Crown Pipe & Fdy. Co., Jackson, O.
Gadsden Pipe Co., Gadsden, Ala.
Haines, Jones & Cadbury Co., Philadelphia, Pa.
J. D. Johnson Co., New York, N. Y.
Krupp Foundry Co., Lansdale, Pa.
Medina Foundry Co., Medina, N. Y.
National Foundry Co. of N. Y., Brocklya, N. Y.

lyn, N. Y. National Pipe & Foundry Co., Attalla,

National Figure A. Ala.

Reading Foundry & Supply Co., Reading, Pa.

Salem Brass & Iron Mfg. Co., Salem,
New Jersey.

New Jersey.
Sanitary Co. of America, Linfield, Pa.
Sommerville Iron Works, New York.
Standard Foundry Co., Anniston, Ala.
Superior Mfg. Co., Bessemer, Ala.
Union Foundry Co., Anniston, Ala.
A. Weiskittel & Son Co., Baltimore.
H. Wetter Mfg. Co., Memphis, Tenn.

PIPE BENDERS
Buffum Tool Co., Louisiana, Mo.

PIPE FITTINGS Stanley G. Flagg & Co., Philadelphia, Penn. Rhode Island Fittings Co., Hillsgrove, Rhode Island.

PIPE HANGERS Beaton & Cadwell Mfg. Co., New Brit-ain, Conn.

PIPE HOOKS Berger Bros. Co., Philadelphia, Pa.

W. Va.

METAL LATH
Wheeling Corrugating Co., Wheeling,
W. Va.

METAL SHINGLES
METAL SHINGLES

METAL SHINGLES

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METAL SHINGLES

Trimont Mfg. Co., Roxbury, Mass.

PISTON RINGS Automobile Accessories Co., Baltimore,

PIVOTS—Ball Bearing Bommer Bros., Brooklyn, N. Y.

PLANES
Stanley Rule & Level Co., New Britain, Conn.

PLATES—Kick Bommer Bros., Brooklyn, N. Y.

PLIERS Peck, Stow & Wilcox Mfg. Co., South-ington, Conn. and Cleveland, Ohio. PLUMBING SPECIALTIES

JUMBING SPECIALTIES
Armstrong Mfg. Co., Bridgeport, Ct.
Buffum Tool Co., Louisiana, Mo.
Otto Berns, Newark, N. J.
Boston Brass Co., Waltham, Mass.
Clayton & Lambert Mfg. Co., Detroit,
Michigan.
Orescent Tool Co., Jamestown, N. Y.
Excelsior Bag & Mfc. Co., Troy, N. Y.
Hays Mfg. Co., Erie, Penn.
M. L. Kline, Portland, Ore.
Nye Tool & Machine Works, Chicago.
Rhode Island Fittings Co., Hillsgrova,
Rhode Island.

Rhode Island.
Thos. Savill's Sons, Philadelphia, Pa.
Trimont Mfg. Co., Rozbury, Mass.
Turner Brass Works, Syracuse, Ill. PRUNING HOOKS
Henry Disston & Sons, Philadelphia.

PRUNING SHEARS
Peck, Stow & Wilcox Mfg. Co., Southington, Conn. and Cleveland, Ohlo. MP VALVES AND PLUNGERS Berger Bros. Co., Philadelphia, Pa.

### WHERE TO BUY-Continued

**PUMPS** Groulds Mfg. Co., Seneca Falls, N. Y.
Groetken Pump Co., Aurora, Ill.
Lansing Wheelbarrow Co., San Francisco, Cal.
Pacific Hardware & Steel Co., San
Francisco, Cal.

PUNCTURE CURE
Alcemo Mfg. Co., Newark, N. J.

PUSH PLATES
Bommer Bros., Brooklyn, N. Y.
P. & F. Corbin, New Britain, Conn.

RADIATOR VALVES--Key and Wood
Beaton & Cadwell Mfg. Co., New Britain, Conn.

RAILWAY CAR MOVERS
G. D. Rowell & Son, Appleton, Wis. RANGES

Jas. Graham Mrg. vo., California. Ringen Stove Co., St. Louis, Mo., San Francisco, Cal.

RAZORS Baker & Hamilton, San Francisco, Cal.

Simmons Hdw. Co., St. Louis, Mo.

RAZOR HONES
The Carborundum Co., Niagara Falls,
New York.

REAMERS

Covert Mfg. Co., Heansins, Wis.

SILDING DOOR LATCHES
Lane Bros. Co., Poughkeepsie, N. Y.
Richards-Wilcox Mfg. Co., Aurora, Ill.
SNAPS
Covert Mfg. Co., Troy, N. Y.

REAMERS Greenfield Tap and Die Corporation, Greenfield, Mass.

REFRIGERATORS
Baldwin Refrigerator Oc., Burlington,
Vermont.
Maine Mfg. Oc., Nashua, N. H.
Northern Refrigerator Oc., Grand Rapids, Mich.

Simmons Hdw. Co., St. Louis, Mo. RIVETS

Edwin B. Stimpson Co., Brooklyn, N.Y.

RIVETING MACHINES
F. H. Smith Mfg. Co., Chicago, Ill.
Wheeling Corrugating Co., Wheeling,
W. Va.

ROASTERS Central Stamping Co., Brooklyn, N. Y. ROOFING CEMENT

m. Conners Paint Mfg. Co., Troy, New York. Wm.

Columbian Rope Co., Auburn, N. Y.
Portland Cordage Co., Portland and
Seattle.
RULES

Luftin Rule Co., Saginaw, Mich.
Stanley Rule & Lovel Co., New Britsin, Conn.
RUST PROOF

PARTER Rust Proof Co., Los Angeles.
SAD IRONS
W. H. Howell Co., Geneva, Ill.
SABH CORD

Samson Cordage Works. Boston, Mass. SAWS WS
Henry Disston & Sons, Philadelphia.
Goodell-Pratt Co., Greenfield, Mass.
Simmons Hdw. Co., St. Louis, Mo.
Simonds Mfg. Co., Fitchburg, Mass.,
San Francisco and Portland, Ore.
L. S. Starrett Co., Athol, Mass.
Thomson-Diggs Co., Sacramento, Cal.
W SETS

SAW SETS Peck, Stow & Wilcox Mfg. Co., Southington, Conn. and Cleveland, Ohio.

SCALES
Detroit Automatic Scale Co., Detroit,

Mich.
Jacobs Bros. Co., Inc., New York.
Pelouze Mfg. Co., Chicago, Ill.
Triner Scale & Mfg. Co., Chicago.
SCREW CASES
American Bolt & Screw Case Co., Day-

American Bolt & Screw Case Co., Dayton. O.

SCREW DRIVERS
Buffum Tool Co., Louisiana, Mo.
Bridgeport Hardware Mfg. Corp.,
Bridgeport, Conn.
Peck, Stow & Wilcox Mfg. Co., Southington, Conn. and Cleveland, Ohio.
Henry Disston & Sons, Philadelphia.
Goodell-Pratt Co., Greenfield, Mass.
North Bros., Philadelphia, Pa.
The James Swan Co., Seymour, Conn.
Stanley Rule & Level Co., New Britain, Conn.

SCREEN DOOR SETS
Bommer Bros., Brocklyn, N. Y.
Chicago Spring Butt Co., Chicago, Ill.
Stanley Works, New Britain, Conn.

SEEDS Aggeler & Musser, Los Angeles, Cal. SHARPENING MACHINE Hyfield Mfg. Co., New York, N. Y.

SHAVING BRUSHES Rubberset Co., Newark, N. J

SHEEP SHEARING MACHINES
AND TOOLS Chicago Flexible Shaft Co., Chicago.

SHEETS-Black and Galvanised Wheeling Corrugating Co., Wheeling, W. Va.

SHOTGUN SHELLS
Peters Cartridge Co., San Francisco
and Cincinnati, O.

New York Stamping Co., Brooklyn.
Wheeling Corrugating Co., Wheeling,
W. Va.

SLIDING CASTERS
Domes of Silence Co., New 1
Onward Mfg. Co., Menasha, , New York, N. Y enasha, Wis.

SOLDER SOLDER
Wheeling Corrugating Co., Wheeling,
W. Va.
SPARK PLUGS
Eclipse Mfg. Co., Indianapolis, Ind.
SPORTING GOODS
Colt's Patent Firearms Co., Hartford,
Conn

Conn

Conn.
Du Pont Powder Co., Wilmington, Del.
Honeyman Hardware Co., Portland, Or.
Jensen, King, Byrd Co., Spokane, Wn.
Peters Cartridge Co., Cincinnati, O.
Strevell-Paterson Hardware Co., Salt
Lake City, Utah.
Whiton Hardware Co., Seattle, Wash.

SPRING LEAF SPREADER
Spring Leaf Lubricator Co., Ann Arbor. Mich.

SPRINKLERS AND HOLDERS
Beaton & Cadwell Mfg. Co., New Brit-ain, Conn.

STAMPED STEEL HARDWARE Shelby Spring Hinge Co., Shelby, O.

STAPLES—Wire
McKinney Mfg. Co., Pittsburgh, Pa.
STEAK AND FISH PLANKS
Lansing-Company, San Francisco, Cal.
STEEL FENCE POSTS
American Steel & Wire Co., Chicago,
Ill.; San Francisco and Los Angeles,
Cal.; Portland, Ore., and Scattle,

STOCKS AND DIES
Armstrong Mfg. Co., Bridgeport, Ot.
Greenfield Tap and Die Corporation,
Greenfield, Mass.
STOVES

OVES
Culter & Proctor Stove Co., Peoria, Ill.
Hess Snyder Mfg. Co., Massilion, O.
Jas. Graham Mfg. Co., San Francisco.
Jensen, King, Byrd Co., Spokane, Wn.
Ringen Stove Co., St. Louis, Mo., San
Francisco, Cal.
Spokane Stove Repair Works, Spokane,
Washington. Hess Snyder Mfg. Co., Massilion, O.
Jas. Graham Mfg. Co., San Francisco.
Jensen, King, Byrd Co., Spokane, Wn.
Ringen Stove Co., St. Louis, Mo., San
Francisco, Cal.
Spokane Stove Repair Works, Spokane,
Washington.

STOVE PIPE CRIMPER
Packham Crimper Co., Mechanicsburg,
Ohlo.

STOVE PUTTY
William Conners Paint Mfg. Co., Troy,
New York.
STOVE REPAIRS
Spokane Stove Repair Works, Spokane, Kane, Wash.
TACKLE BLOCKS—Automatic

kane, Wash.

TACKLE BLOCKS—Automatic
Lane Bros. Co., Poughkeepsie, N. Y.

TANKS—Pneumatic Water Supply
Wm. B. Scaife & Sons, Pittsburgh, Pa.

TAPS AND DIES
Greenfield Tap and Die Corporation,
Greenfield, Mass.

TAPES

TAPES
Lufkin Rule Co., Saginaw, Mich.
L. S. Starrett Co., Athol, Mass.
THREADING MACHINES
Armstrong Mfg. Co., Bridgeport, Ot.
Greenfield Tap and Die Corporation.
Greenfield, Mass.
TIMBER HANGERS
Lane Bros. Co., Poughkeepsie, N. Y.

TINWARE Central Stamping Co., New York, N. Y. TIRES

Century Plainfield Tire Co., Plainfield, N. J. N. J.

Hartford Rubber Works Co., New York
U. S. Tire Co., New York, N. Y.

TIRE PUMPS
J. H. Haney & Co., Hastings, Neb.

TOGGLE BOLTS

Richards-Wilcox Mfg. Co., Aurors, Ill.

TOOLS

TOOLS

Mound Tool Co., St. Louis, Mound Tool Co., Sect. Louis, Mound Tool Co., St. Louis, Mo. Peck, Stow & Wilcox Mfg. Co., Southington, Conn. and Cleveland, Ohio. Rubber Insulated Metals Corp., Plainfield, N. J.

TOOL GRINDERS

Pike Mfg. Co., Pike, N. H., and San Francisco, Cal
TOOL HOLDERS

J. H. Williams & Co., Brooklyn, N. Y.
TOOL ROLLS

Buffum Tool Co., Louisiana, Mo. Excelsior Bag & Mfg. Co., Troy, N. Y.
TOOTH BRUSH HOLDERS

E. J. Chubbuck Co., San Francisco.
TORCHES
Turner Brass Works, Sycamore, Ill.

TORCHES

Turner Brass Works, Sycamore, Ill.
Clayton & Lambert Mig. Co., Detroit,
Michigan.
Otto Berns, Newark, N. J.
TRACTORS
Farm Tractor Co.
TROLLEYS—Overhead
Lane Bros. Co., Poughkeepsie, N. Y.
TRUCKS
Lansing, Company

TRUCKS

Lansing-Company, San Francisco, Cal.
Universal Caster & Foundry Co., Newark, N. J.

TRUNKS AND BAGS
Salt Lake Hardware Co., Salt Lake
City, Utah.

VACUUM BOTTLES
Landers, Frary & Clark, New Britain,
Conn.

VALVE GRINDING COMPOUND Carborundum Co., Niagara Falls, N. Y. VARNISH

A. Wilhelm Co., Resding, Pa. VISES

VISES
Goodell-Pratt Co., Greenfield, Mass.
H. O. Marsh Co., Rockford, Ill.
WASHING MACHINES
Eagle Woodenware Mfg. Co., Hamilton,
Ohio.
Pacific Hardware & Steel Co., San

WASHERS—Words New Britain, Ot. Wrought Washer Works, New Britain, Ot. Wrought Washer Mfg. Co., Milwaukee,

Royal Mfg. Co., Rahway, N. J. WEEDERS

J. E. Gilson Co., Port Washington, Wis.

WHEELBARROWS
Lansing Wheelbarrow Co., San Francisco, Cal.
WINDOW SCREENS

Buffum Tool Co., Louisiana, Mo. Bridgeport Hdwe. Mfg. Corp., Bridge

Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Crescent Tool Co., Jonestown, N. Y.
The Keystone Mfg. Co., Buffalo, N. Y.
Frank Mossberg Co., Attleboro, Mass.
Peck, Stow & Wilcox Mfg. Co., Southington, Conn. and Cleveland, Ohio.
R. F. Sedgley, Philadelphia, Pa.
Trimont Mfg. Co., Roxbury, Mass.
WRINGERS
Eagle Woodenware Mfg. Co., Hamilton, Ohio
WROUGHT STEEL WASHERS
Stanley Works, New Britain, Conn.
Wrought Washer Mfg. Co., Milwaukee,
Wisconsin.

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Crown Pipe & Foundry Co. 17 Culter & Proctor Stove Co. 55 Curtis Pneu. Machinery Co 124  Delta File Works 29 Detroit Automatic Scale Co. 97 Ferdinand Dieckmann Co. 53 Henry Disston & Sons 20 Henry Disston & Sons 20 Domes of Silence Co. 55 Dunham, Carrigan & Hayden Co. 120 Du Pont Powder Co. 55 Dunham, Carrigan & Hayden Co. 120 Du Pont Powder Co. 55 Dunham, Carrigan & Hayden Co. 120 Du Pont Powder Co. 55 Dunham, Carrigan & Hayden Co. 120 Du Pont Powder Co. 55 Dunham, Carrigan & Hayden Co. 120 Du Pont Powder Co. 55 Dunham, Carrigan & Hayden Co. 120 Du Pont Powder Co. 55 Dunham, Carrigan & Hayden Co. 120 Dunham, C	Casey-Hedges Co	Lane Bros. Co. 116 Lansing Company 44 Lawson Mfg. Co. 51 Lebanon Machine Co. 34 Liebanon Machine Co. 34 Lindemann, O. & Co. 42 E. E. Lucas 46 Lufkin Rule Co. 65  Maine Mfg. Co. 54 H. C. Marsh Co. 32 McCaffrey File Co. 37 McKinney Mfg. Co. 37 McKinney Mfg. Co. 17 Meriden Brittannia Co. 22 Mevers Mfg. Co. Fred J 57 Monamobile Heater Co. 57 Monamobile Ol. Co. 121	Standard Mig. Co. 31 Stanley Rule & Level Co. 31 Stanley Works Cover Star Heel Plate Co. 122 Starrett, L. S. & Co. 3 Staybestos Mig. Co. 130 Edwin B. Stimpson Co. 36 Strevell Patterson Hardware Co. 57 Stuber & Kuck 48 Superior Mig. Co. 17 Superior Spring Hinge Co. 36 Jas. Swan Co. 35 Thomas Savill's Sons 137 Thompson Mig. Co. 45 Trimont Mig. Co. 148 Trimont Mig. Co. 148 Triner Scale Mig. Co. 50 Tritch Hardware Co. 59 Turner Brass Works 141
Curtis Pneu. Machinery Co. 550 Curtis Pneu. Machinery Co. 124  Delta File Works . 29 Detroit Automatic Scale Co. 97 Ferdinand Dieckmann Co. 53 Henry Disston & Sons . 30 Joseph Dixon Crucible Co. 121 Dunham, Carrigan & Hayden Co. 121 Dunham, Carrigan & Hayden Co. 120 Du Pont Powder Co. 49  Du Pont Powder Co. 49  Eagle Woodenware Mfg. Co. 40  National Pipe & Foundry Co. 17 New Haven Clock Co. 56 New York Stamping Co. 24  North Brog. Mfg. Co. 33 North Brog. Mfg. Co. 33 Northern Refrigerator Co. 62 Wagner Mfg. Co. 51 Weels Chain Tire Grip Co. 109 Welskittel & Son Co. 127 Wells Brog. Co. 141 Untario Knife Co. 52 Onward Mfg. Co. 47 Western Agencies Co. 127 Whittaker-Glessner Co. 27 Whittaker-Glessner Co. 27 Whittaker-Glessner Co. 27 Whittaker-Glessner Co. 51 Whittaker-Glessner Co. 52 Whittaker	Casey-Hedges Co	Lane Bros. Co. 116 Lansing Company 44 Lawson Mfg. Co. 51 Lebanon Machine Co. 34 Lindemann, O. & Co. 42 E. E. Lucas 46 Lufkin Rule Co. 65  Maine Mfg. Co. 54 McKinnev Mfg. Co. 37 McKinnev Mfg. Co. 37 Medina Foundry Co. 37 Meriden Brittannia Co. 22 Mevers Mfg. Co. 17 Meriden Brittannia Co. 22 Movers Mfg. Co. 57 Minler Gas Heater Co. 57 Monamobile Oil Co. 121 Montauk Paint Mfg. Co. 101 Motor Car Sunnly Co. 118 Frank Mossberg Co. 119	Standard Mig. Co. 31 Stanley Rule & Level Co. 31 Stanley Works Cover Star Heel Plate Co. 122 Starrett, L. S. & Co. 3 Staybestos Mig. Co. 130 Edwin B. Stimpson Co. 36 Strevell Patterson Hardware Co. 57 Stuber & Kuck 48 Superior Mig. Co. 17 Superior Spring Hinge Co. 36 Jas. Swan Co. 35 Thomas Savill's Sons 137 Thompson Mig. Co. 45 Trimont Mig. Co. 148 Trimont Mig. Co. 148 Triner Scale Mig. Co. 50 Tritch Hardware Co. 59 Turner Brass Works 141
Curtis Pneu. Machinery Co. 124 National Pope & Foundry Co. 17  New Haven Clock Co. 56  Delta File Works . 29 C. Norcross & Sons 42  Detroit Automatic Bcale Co. 97 North Bros. Mfg. Co. 33 R. M. Wade & Co. 51  Henry Disston & Sons 30 Northern Refrigerator Co. 62  Joseph Dixon Crucible Co. 121  Dunham, Carrigan & Hayden Co. 120  Du Pont Powder Co. 49  Du Pont Powder Co. 49  Eagle Woodenware Mfg. Co. 40  National Poundry Co. 17  New Haven Clock Co. 56  New York Stamping Co. 24  Wagner Mfg. Co. 51  Northern Refrigerator Co. 62  Weed Chain Tire Grip Co. 109  Welskittel & Son Co. 121  Ontario Knife Co. 52  Western Agencies Co. 127  Whitaker-Glessner Co. 27  Whittaker-Glessner Co. 27  Whittaker-Glessner Co. 62  Whittaker-Glessner Co. 62  Whittaker-Glessner Co. 63  Whittaker-Glessner Co. 63  Whittaker-Glessner Co. 63  Whittaker-Glessner Co. 63	Casey-Hedges Co	Lane Bros. Co. 116 Lansing Company 44 Lawson Mfg. Co. 51 Lebanon Machine Co. 34 Liee Broom & Duster Co. 43 Lindemann, O. & Co. 42 E. E. Lucas 46 Lufkin Rule Co. 65  Maine Mfg. Co. 54 H. C. Marsh Co. 32 McCaffrey File Co. 37 McKinney Mfg. Co. 31 Medina Foundry Co. 37 Meriden Brittannia Co. 22 Mevers Mfg. Co. Fred J. 57 Minler Gas Heater Co. 57 Monamobile Oil Co. 121 Montauk Paint Mfg. Co. 101 Motor Car Sunply Co. 119 Frank Mossberg Co. 119 Mound Tool Co. 117	Standard Mig. Co. 31 Stanley Rule & Level Co. 31 Stanley Works Cover Star Heel Plate Co. 122 Starrett, L. S. & Co. 3 Staybestos Mfg. Co. 130 Edwin B. Stimpson Co. 36 Strevell Patterson Hardware Co. 57 Stuber & Kuck 43 Superior Mfg. Co. 17 Superior Spring Hinge Co. 36 Jas. Swan Co. 35 Thomas Savil's Sons 137 Thomas Savil's Sons 137 Thomson-Diggs Co. 45 Trimort Mfg. Co. 143 Triner Scale Mfg. Co. 59 Trirer Scale Mfg. Co. 59 Turner Brass Works 141 Union Foundry Co. 17 Union Faundry Co. 60 Universal Caster & Metal Co. 60
New York Stamping Co.   24   Wagnan & Bushiel   Stamping Co.   24	Casey-Hedges Co	Lane Bros. Co. 116 Lansing Company 44 Lawson Mfg. Co. 51 Lebanon Machine Co. 34 Lie Broom & Duster Co. 43 Lindemann, O. & Co. 42 E. E. Lucas 46 Lufkin Rule Co. 65  Maine Mfg. Co. 54 H. C. Marsh Co. 32 McCaffrey File Co. 37 McKinney Mfg. Co. 17 Meriden Brittannia Co. 22 Mercys Mfg. Co. Fred J. 57 Minler Gas Heater Co. 57 Monamobile Oil Co. 121 Montauk Paint Mfg. Co. 101 Motor Car Sunnly Co. 119 Frank Mossberg Co. 119 Frank Mossberg Co. 117 Mound Tool Co. 117	Standard Mig. Co. 31 Stanley Rule & Level Co. 31 Stanley Works Cover Star Heel Plate Co. 122 Starrett, L. S. & Co. 3 Staybestos Mfg. Co. 130 Edwin B. Stimpson Co. 36 Strevell Patterson Hardware Co. 57 Stuber & Kuck 43 Superior Mfg. Co. 17 Superior Spring Hinge Co. 36 Jas. Swan Co. 35 Thomas Savil's Sons 137 Thomas Savil's Sons 137 Thomson-Diggs Co. 45 Trimort Mfg. Co. 143 Triner Scale Mfg. Co. 59 Trirer Scale Mfg. Co. 59 Turner Brass Works 141 Union Foundry Co. 17 Union Faundry Co. 60 Universal Caster & Metal Co. 60
Joseph Dixon Crucible Co	Casey-Hedges Co	Lane Bros. Co. 116 Lansing Company 44 Lawson Mfg. Co. 51 Lebanon Machine Co. 34 Lindemann, O. & Co. 42 Lindemann, O. & Co. 42 E. E. Lucas 46 Lufkin Rule Co. 65  Maine Mfg. Co. 54 H. C. Marsh Co. 32 McCaffrey File Co. 37 McKinnev Mfg. Co. 17 Meriden Brittannia Co. 22 Mervers Mfg. Co. Fred J. 57 Minler Gas Heater Co. 57 Monamobile Oil Co. 121 Montauk Paint Mfg. Co. 119 Frank Mossberg Co. 119 Frank Mossberg Co. 117  National Cash Register Co. 21 National Cash Register Co. 21 National Foundry Co. 17	Standard Mig. Co. 31 Stanley Rule & Level Co. 31 Stanley Works Cover Star Heel Plate Co. 122 Starrett, L. S. & Co. 3 Staybestos Mfg. Co. 130 Edwin B. Stimpson Co. 36 Strevell Patterson Hardware Co. 57 Stuber & Kuck 43 Superior Mfg. Co. 17 Superior Spring Hinge Co. 36 Jas. Swan Co. 35 Thomas Savil's Sons 137 Thomas Savil's Sons 137 Thomson-Diggs Co. 45 Trimort Mfg. Co. 143 Triner Scale Mfg. Co. 59 Trirer Scale Mfg. Co. 59 Turner Brass Works 141 Union Foundry Co. 17 Union Faundry Co. 60 Universal Caster & Metal Co. 60
Joseph Dixon Crucible Co	Casey-Hedges Co	Lane Bros. Co. 116 Lansing Company 44 Lawson Mfg. Co. 51 Lebanon Machine Co. 34 Lindemann, O. & Co. 42 Lindemann, O. & Co. 42 E. E. Lucas 46 Lufkin Rule Co. 65  Maine Mfg. Co. 54 H. C. Marsh Co. 32 McCaffrey File Co. 37 McKinnev Mfg. Co. 17 Meriden Brittannia Co. 22 Mervers Mfg. Co. Fred J. 57 Minler Gas Heater Co. 57 Monamobile Oil Co. 121 Montauk Paint Mfg. Co. 119 Frank Mossberg Co. 119 Frank Mossberg Co. 117  National Cash Register Co. 21 National Cash Register Co. 21 National Foundry Co. 17	Stanley Rule & Level Co. 31 Stanley Rule & Level Co. 31 Stanley Works Cover Star Heel Plate Co. 122 Starrett, L. S. & Co. 38 Staybestos Mfg. Co. 130 Edwin B. Stimpson Co. 36 Strevell Patterson Hardware Co. 57 Stuber & Kuck 48 Superior Mfg. Co. 17 Superior Spring Hinge Co. 36 Jas. Swan Co. 35  Thomas Savill's Sons 137 Thomson-Diggs Co. 45 Trimon Mfg. Co. 148 Trimont Mfg. Co. 148 Trimor Scale Mfg. Co. 59 Turner Brass Works 141  Union Foundry Co. 59 Universal Caster & Foundry Co. 64 U. S. Steel Products Co. 105
Joseph Dixon Crucible Co	Casey-Hedges Co	Lane Bros. Co. 116 Lansing Company 44 Lawson Mfg. Co. 51 Lebanon Machine Co. 34 Lindemann, O. & Co. 42 Lindemann, O. & Co. 42 E. E. Lucas 46 Lufkin Rule Co. 65  Maine Mfg. Co. 54 H. C. Marsh Co. 32 McCaffrey File Co. 37 McKinnev Mfg. Co. 17 Meriden Brittannia Co. 22 Mervers Mfg. Co. Fred J. 57 Minler Gas Heater Co. 57 Monamobile Oil Co. 121 Montauk Paint Mfg. Co. 119 Frank Mossberg Co. 119 Frank Mossberg Co. 117  National Cash Register Co. 21 National Cash Register Co. 21 National Foundry Co. 17	Stanley Rule & Level Co. 31 Stanley Rule & Level Co. 31 Stanley Works Cover Star Heel Plate Co. 122 Starrett, L. S. & Co. 38 Staybestos Mfg. Co. 130 Edwin B. Stimpson Co. 36 Strevell Patterson Hardware Co. 57 Stuber & Kuck 48 Superior Mfg. Co. 17 Superior Spring Hinge Co. 36 Jas. Swan Co. 35  Thomas Savill's Sons 137 Thomson-Diggs Co. 45 Trimon Mfg. Co. 148 Trimont Mfg. Co. 148 Trimor Scale Mfg. Co. 59 Turner Brass Works 141  Union Foundry Co. 59 Universal Caster & Foundry Co. 64 U. S. Steel Products Co. 105
Du Pont Powder Co	Casey-Hedges Co	Lane Bros. Co. 116 Lansing Company 44 Lawson Mfg. Co. 51 Lebanon Machine Co. 34 Lindemann, O. & Co. 42 Lindemann, O. & Co. 42 E. E. Lucas 46 Lufkin Rule Co. 65  Maine Mfg. Co. 54 H. C. Marsh Co. 32 McCaffrey File Co. 37 McKinnev Mfg. Co. 17 Meriden Brittannia Co. 22 Mervers Mfg. Co. Fred J. 57 Minler Gas Heater Co. 57 Monamobile Oil Co. 121 Montauk Paint Mfg. Co. 119 Frank Mossberg Co. 119 Frank Mossberg Co. 117  National Cash Register Co. 21 National Cash Register Co. 21 National Foundry Co. 17	Stanley Rule & Level Co. 31 Stanley Rule & Level Co. 31 Stanley Works Cover Star Heel Plate Co. 122 Starrett, L. S. & Co. 130 Edwin B. Stimpson Co. 36 Strevell Patterson Hardware Co. 57 Stuber & Kuck 48 Superior Mfg. Co. 17 Superior Spring Hinge Co. 36 Jas. Swan Co. 35  Thomas Savill's Sons 137 Thomson-Diggs Co. 45 Trimont Mfg. Co. 148 Trimont Mfg. Co. 148 Trimort Mfg. Co. 159 Thomas Savill's Sons Trimort Mfg. Co. 168 Trimort Mfg. Co. 168 Trimort Mfg. Co. 17 Thomas Savill's Sons Trimort Mfg. Co. 17 Tho
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Whittaker-Glessner Co	Casey-Hedges Co	Lane Bros. Co. 116 Lansing Company 44 Lawson Mfg. Co. 51 Lebanon Machine Co. 34 Liebanon Machine Co. 34 Liebanon Machine Co. 34 Lindemann, O. & Co. 42 E. E. Lucas 46 Lufkin Rule Co. 65  Maine Mfg. Co. 54 H. C. Marsh Co. 32 McCaffrey File Co. 37 McKinnev Mfg. Co. 17 McKinnev Mfg. Co. 17 Meriden Brittannia Co. 22 Mevers Mfg. Co. Fred J. 57 Monamobile Oil Co. 121 Montauk Paint Mfg. Co. 101 Montor Car Sunply Co. 119 Frank Mossberg Co. 119 Frank Mossberg Co. 119 Frank Mossberg Co. 117 National Cash Register Co. 21 National Foundry Co. 17 National Pipe & Foundry Co. 17 National Pipe & Foundry Co. 17 New Haven Clock Co. 56 New York Stamping Co. 24 C. S. Norcross & Sons 42 North Bros. Mfg. Co. 33 Northern Refrigerator Co. 65 Nu-Sink Co. 47	Stanley Rule & Level Co. 31 Stanley Rule & Level Co. 31 Stanley Works Cover Star Heel Plate Co. 122 Starrett, L. S. & Co. 3 Staybestos Mfg. Co. 130 Edwin B. Stimpson Co. 36 Strevell Patterson Hardware Co. 57 Stuber & Kuck 43 Superior Mfg. Co. 17 Superior Spring Hinge Co. 36 Jas. Swan Co. 35  Thomas Savil's Sons 137 Thomas Savil's Sons 137 Thomson-Diggs Co. 45 Trimont Mfg. Co. 143 Trimont Mfg. Co. 143 Triner Scale Mfg. Co. 59 Turner Brass Works 141  Union Foundry Co. 17 Union Hardware & Metal Co. 60 Universal Caster & Foundry Co. 64 U. S. Steel Products Co. 14 U. S. Tire Co. 105  Vaughan & Bushnell 37  Vaughan & Bushnell 37  Wedls Rros Co. 109 Weiskittel & Son Co. 17 Weells Rros Co. 147 Wells Rros Co. 147 Wells Rros Co. 147 Wells Rros Co. 147
	Casey-Hedges Co	Lane Bros. Co. 116 Lansing Company 44 Lawson Mfg. Co. 51 Lebanon Machine Co. 34 Liebanon Machine Co. 34 Liebanon Machine Co. 34 Lindemann, O. & Co. 42 E. E. Lucas 46 Lufkin Rule Co. 65  Maine Mfg. Co. 54 H. C. Marsh Co. 32 McCaffrey File Co. 37 McKinnev Mfg. Co. 17 McKinnev Mfg. Co. 17 Meriden Brittannia Co. 22 Mevers Mfg. Co. Fred J. 57 Monamobile Oil Co. 121 Montauk Paint Mfg. Co. 101 Montor Car Sunply Co. 119 Frank Mossberg Co. 119 Frank Mossberg Co. 119 Frank Mossberg Co. 117 National Cash Register Co. 21 National Foundry Co. 17 National Pipe & Foundry Co. 17 National Pipe & Foundry Co. 17 New Haven Clock Co. 56 New York Stamping Co. 24 C. S. Norcross & Sons 42 North Bros. Mfg. Co. 33 Northern Refrigerator Co. 65 Nu-Sink Co. 47	Stanley Rule & Level Co. 31 Stanley Rule & Level Co. 31 Stanley Works Cover Star Heel Plate Co. 122 Starrett, L. S. & Co. 3 Staybestos Mfg. Co. 130 Edwin B. Stimpson Co. 36 Strevell Patterson Hardware Co. 57 Stuber & Kuck 43 Superior Mfg. Co. 17 Superior Spring Hinge Co. 36 Jas. Swan Co. 35  T  Thomas Savil's Sons 137 Thomas Savil's Sons 187 Thomson-Diggs Co. 45 Trimont Mfg. Co. 143 Trimont Mfg. Co. 143 Triner Scale Mfg. Co. 59 Turner Brass Works 141  Union Foundry Co. 17 Union Hardware & Metal Co. 60 Universal Caster & Foundry Co. 44 U. S. Steel Products Co. 14 U. S. Tire Co. 105  Vaughan & Bushnell 37  Vaughan & Bushnell 37  Weed Chain Tire Grip Co. 109 Weiskittel & Son Co. 14 Weetern Agencies Co. 137 Wells Bros. Co. 147 Wells Bros. Co. 147 Wells Bros. Co. 137
Elastic Tip Co. 23 Pacific Sanitary Mfg. Co. 35 Will's Sprinkler Co. 44 Enterprise Mfg. Co. 25 Packham Crimper Co. 57 J. H. Williams Co. 41 Excelsior Bag & Mfg. Co. 43 Parker Wire Goods Co. 34 Wrought Washer Mfg. Co. 37	Casey-Hedges Co	Lane Bros. Co. 116 Lansing Company 44 Lawson Mfg. Co. 51 Lebanon Machine Co. 34 Liebanon Machine Co. 34 Liebanon Machine Co. 34 Lindemann, O. & Co. 42 E. E. Lucas 46 Lufkin Rule Co. 65  Maine Mfg. Co. 54 H. C. Marsh Co. 32 McCaffrey File Co. 37 McKinnev Mfg. Co. 17 McKinnev Mfg. Co. 17 Meriden Brittannia Co. 22 Mevers Mfg. Co. Fred J. 57 Monamobile Oil Co. 121 Montauk Paint Mfg. Co. 101 Montor Car Sunply Co. 119 Frank Mossberg Co. 119 Frank Mossberg Co. 119 Frank Mossberg Co. 117 National Cash Register Co. 21 National Foundry Co. 17 National Pipe & Foundry Co. 17 National Pipe & Foundry Co. 17 New Haven Clock Co. 56 New York Stamping Co. 24 C. S. Norcross & Sons 42 North Bros. Mfg. Co. 33 Northern Refrigerator Co. 65 Nu-Sink Co. 47	Stanley Rule & Level Co. 31 Stanley Rule & Level Co. 31 Stanley Works Cover Star Heel Plate Co. 122 Starrett, L. S. & Co. 3 Staybestos Mfg. Co. 130 Edwin B. Stimpson Co. 36 Strevell Patterson Hardware Co. 57 Stuber & Kuck 48 Superior Mfg. Co. 17 Superior Spring Hinge Co. 36 Jas. Swan Co. 35  Thomas Savill's Sons 187 Thompson Mfg. Co. 45 Thompson Mfg. Co. 45 Trimont Mfg. Co. 143 Triner Scale Mfg. Co. 50 Tritch Hardware Co. 59 Turner Brass Works 141  Union Foundry Co. 17 Union Hardware & Metal Co. 60 Universal Caster & Foundry Co. 64 U. S. Steel Products Co. 14 U. S. Tire Co. 105  Wagner Mfg. Co. 51 Weed Chain Tire Grip Co. 50 Wegner Mfg. Co. 51 Weed Chain Tire Grip Co. 17 Wells Bros. Co. 127 Weels Bros. Co. 127 Weeling Corrugating Co. 27 Whetleyer Cleasare Co. 27 Whelling Corrugating Co. 27 Whitzker Cleasare Co. 27 Whitzker Cleasare Co. 27 Whitzker Cleasare Co. 27
Enterprise Mig. Co	Casey-Hedges Co. 17 Central Foundry Co. 17 Century Plainfield Tire Co. 111-107 Charlotte Pipe & Foundry Co. 17 Chicago Flexible Shart Co. 6 Chicago Spring Butt Co. 29 Chicago Tubing & Braiding Co. 50 O. J. Childs Co. 43 E. J. Chubbuck Co. 127 C. F. Church Mfg. Co. 137 Clayton & Lambert 141-143 Coleman Lamp Co. 42 Colt's Patent Firearms Co. 47 Coumbian Rope Co. 40 Common Sense Mfg. Co. Cover Connors, Wm., Paint Co. 48 Continental Co. 48 Continental Co. 47 Coosa Pipe & Foundry Co. 17 Corbin Screw Corporation 121 P. & F. Corbin 15 Covert Mfg. Co. 50 Crescent Tool Co. 17 Culter & Proctor Stove Co. 55 Curtis Pneu. Machinery Co. 124  Delta File Works 29 Detroit Automatic Scale Co. 97 Ferdinand Dieckmann Co. 53 Henry Disston & Sons 30 Joseph Dixon Crucible Co. 121 Domes of Silence Co. 51 Dunham, Carrigan & Hayden Co. 120 Du Pont Powder Co. 49	Lane Bros. Co. 116 Lansing Company 44 Lawson Mfg. Co. 51 Lebanon Machine Co. 34 Lee Broom & Duster Co. 43 Lindemann, O. & Co. 42 E. E. Lucas 46 Lufkin Rule Co. 65  Maine Mfg. Co. 54 H. C. Marsh Co. 32 McCaffrey File Co. 37 McKinney Mfg. Co. 17 McKinney Mfg. Co. 17 Meriden Brittannia Co. 22 Mevers Mfg. Co. Fred J. 57 Monamobile Oil Co. 57 Monamobile Oil Co. 121 Montauk Paint Mfg. Co. 119 Frank Mossberg Co. 119 Frank Mossberg Co. 119 National Cash Register Co. 21 National Cash Register Co. 21 National Foundry Co. 17 National Pipe & Foundry Co. 17 New Haven Clock Co. 56 New York Stamping Co. 24 C. S. Norcross & Sons 42 Northern Refrigerator Co. 62 Nu-Sink Co. 47 Ontario Knife Co. 65 Onward Mfg. Co. 65	Stanley Rule & Level Co. 31 Stanley Works Cover Star Heel Plate Co. 122 Starrett, L. S. & Co. 130 Edwin B. Stimpson Co. 36 Strevell Patterson Hardware Co. 57 Stuber & Kuck 48 Superior Mfg. Co. 17 Superior Spring Hinge Co. 36 Jas. Swan Co. 35  Thomas Savill's Sons 137 Thomson-Diggs Co. 45 Trimont Mfg. Co. 143 Triner Scale Mfg. Co. 59 Turner Brass Works 141  Union Foundry Co. 59 Turner Brass Works 141  Union Foundry Co. 17 Union Hardware & Metal Co. 60 Universal Caster & Foundry Co. 64 U. S. Steel Products Co. 14 U. S. Tire Co. 105  Waughan & Bushnell 37  R. M. Wade & Co. 20 Wagner Mfg. Co. 11 Weels Bros. Co. 141 Western Agencies Co. 147 Whetling Corrugating Co. 37 Whetling Corrugating Co. 37 Whitaker-Glessner Co. 37 Whitaker-Glessner Co. 37 Whitaker-Glessner Co. 37
PRODUCT SEED OF STREET TO A LOUNCE THE GOOD CO	Casey-Hedges Co. 17 Central Foundry Co. 17 Century Plainfield Tire Co. 111-107 Charlotte Pipe & Foundry Co. 17 Chicago Flexible Shart Co. 6 Chicago Spring Butt Co. 29 Chicago Tubing & Braiding Co. 50 O. J. Childs Co. 43 E. J. Chubbuck Co. 127 C. F. Church Mfg. Co. 137 Clayton & Lambert 141-143 Coleman Lamp Co. 42 Colt's Patent Firearms Co. 47 Coumbian Rope Co. 40 Common Sense Mfg. Co. Cover Connors, Wm., Paint Co. 48 Continental Co. 48 Continental Co. 47 Coosa Pipe & Foundry Co. 17 Corbin Screw Corporation 121 P. & F. Corbin 15 Covert Mfg. Co. 50 Crescent Tool Co. 17 Culter & Proctor Stove Co. 55 Curtis Pneu. Machinery Co. 124  Delta File Works 29 Detroit Automatic Scale Co. 97 Ferdinand Dieckmann Co. 53 Henry Disston & Sons 30 Joseph Dixon Crucible Co. 121 Domes of Silence Co. 51 Dunham, Carrigan & Hayden Co. 120 Du Pont Powder Co. 49	Lane Bros. Co. 116 Lansing Company 44 Lawson Mfg. Co. 51 Lebanon Machine Co. 34 Lee Broom & Duster Co. 43 Lindemann, O. & Co. 42 E. E. Lucas 46 Lufkin Rule Co. 65  Maine Mfg. Co. 54 H. C. Marsh Co. 32 McCaffrey File Co. 37 McKinney Mfg. Co. 17 McKinney Mfg. Co. 17 Meriden Brittannia Co. 22 Mevers Mfg. Co. Fred J. 57 Monamobile Oil Co. 57 Monamobile Oil Co. 121 Montauk Paint Mfg. Co. 119 Frank Mossberg Co. 119 Frank Mossberg Co. 119 National Cash Register Co. 21 National Cash Register Co. 21 National Foundry Co. 17 National Pipe & Foundry Co. 17 New Haven Clock Co. 56 New York Stamping Co. 24 C. S. Norcross & Sons 42 Northern Refrigerator Co. 62 Nu-Sink Co. 47 Ontario Knife Co. 65 Onward Mfg. Co. 65	Stanley Rule & Level Co. 31 Stanley Works Cover Star Heel Plate Co. 122 Starrett, L. S. & Co. 130 Edwin B. Stimpson Co. 36 Strevell Patterson Hardware Co. 57 Stuber & Kuck 48 Superior Mfg. Co. 17 Superior Spring Hinge Co. 36 Jas. Swan Co. 35  Thomas Savill's Sons 137 Thomson-Diggs Co. 45 Trimont Mfg. Co. 143 Triner Scale Mfg. Co. 59 Turner Brass Works 141  Union Foundry Co. 59 Turner Brass Works 141  Union Foundry Co. 17 Union Hardware & Metal Co. 60 Universal Caster & Foundry Co. 64 U. S. Steel Products Co. 14 U. S. Tire Co. 105  Waughan & Bushnell 37  R. M. Wade & Co. 20 Wagner Mfg. Co. 11 Weels Bros. Co. 141 Western Agencies Co. 147 Whetling Corrugating Co. 37 Whetling Corrugating Co. 37 Whitaker-Glessner Co. 37 Whitaker-Glessner Co. 37 Whitaker-Glessner Co. 37
	Casey-Hedges Co. 17 Central Foundry Co. 17 Century Plainfield Tire Co. 111-107 Charlotte Pipe & Foundry Co. 17 Chicago Flexible Shart Co. 6 Chicago Spring Butt Co. 29 Chicago Tubing & Braiding Co. 50 O. J. Childs Co. 43 E. J. Chubbuck Co. 127 C. F. Church Mfg. Co. 137 Clayton & Lambert 141-143 Coleman Lamp Co. 42 Colt's Patent Firearms Co. 47 Coumbian Rope Co. 40 Common Sense Mfg. Co. Cover Connors, Wm., Paint Co. 48 Continental Co. 48 Continental Co. 47 Coosa Pipe & Foundry Co. 17 Corbin Screw Corporation 121 P. & F. Corbin 15 Covert Mfg. Co. 50 Crescent Tool Co. 17 Culter & Proctor Stove Co. 55 Curtis Pneu. Machinery Co. 124  Delta File Works 29 Detroit Automatic Scale Co. 97 Ferdinand Dieckmann Co. 53 Henry Disston & Sons 30 Joseph Dixon Crucible Co. 121 Domes of Silence Co. 51 Dunham, Carrigan & Hayden Co. 120 Du Pont Powder Co. 49	Lane Bros. Co. 116 Lansing Company 44 Lawson Mfg. Co. 51 Lebanon Machine Co. 34 Lee Broom & Duster Co. 43 Lindemann, O. & Co. 42 E. E. Lucas 46 Lufkin Rule Co. 65  Maine Mfg. Co. 54 H. C. Marsh Co. 32 McCaffrey File Co. 37 McKinney Mfg. Co. 17 McKinney Mfg. Co. 17 Meriden Brittannia Co. 22 Mevers Mfg. Co. Fred J. 57 Monamobile Oil Co. 57 Monamobile Oil Co. 121 Montauk Paint Mfg. Co. 119 Frank Mossberg Co. 119 Frank Mossberg Co. 119 National Cash Register Co. 21 National Cash Register Co. 21 National Foundry Co. 17 National Pipe & Foundry Co. 17 New Haven Clock Co. 56 New York Stamping Co. 24 C. S. Norcross & Sons 42 Northern Refrigerator Co. 62 Nu-Sink Co. 47 Ontario Knife Co. 65 Onward Mfg. Co. 65	Stanley Rule & Level Co. 31 Stanley Works Cover Star Heel Plate Co. 122 Starrett, L. S. & Co. 38 Staybesios Mfg. Co. 130 Edwin B. Stimpson Co. 36 Strevell Patterson Hardware Co. 57 Stuber & Kuck 48 Superior Mfg. Co. 17 Superior Spring Hinge Co. 36 Jas. Swan Co. 35  Thomas Savill's Sons 137 Thomson-Diggs Co. 45 Trimort Mfg. Co. 48 Trimort Mfg. Co. 143 Triner Scale Mfg. Co. 50 Tritch Hardware Co. 50 Turner Brass Works 141  Union Foundry Co. 17 Union Hardware & Metal Co. 60 Universal Caster & Foundry Co. 44 U. S. Steel Products Co. 14 U. S. Tire Co. 165  Wagner Mfg. Co. 51 Weed Chain Tire Grip Co. 109 Weiskittel & Son Co. 127 Wells Bros. Co. 127 Wetter Mfg. Co. 127 Wetter Mfg. Co. 127 Wetter Mfg. Co. 127 Wetter Mfg. Co. 127 Whittaker-Glessner Co. 27 Whittaker-Glessner Co. 127 Whitlaker-Glessner Co. 127 Whillis Sprinkler Co. 103 Will's Sprinkler Co. 103 Will's Sprinkler Co. 141 Williams Co. 141 Williams Co. 103

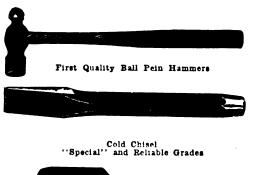
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### "HIGH GRADE TOOLS FOR HIGH GRADE WORKMEN"

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Hollow Punch

Tinners' and Farmers' Rivet Sets



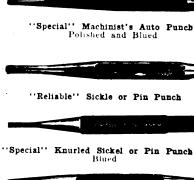
Drop Forged Carpenter's Pincers



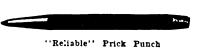






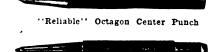








"Special" Knurled Prick Punch, Blued

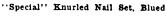


"Special" Knurled Center Punch, Blued



"Reliable" Octagon Nail Set





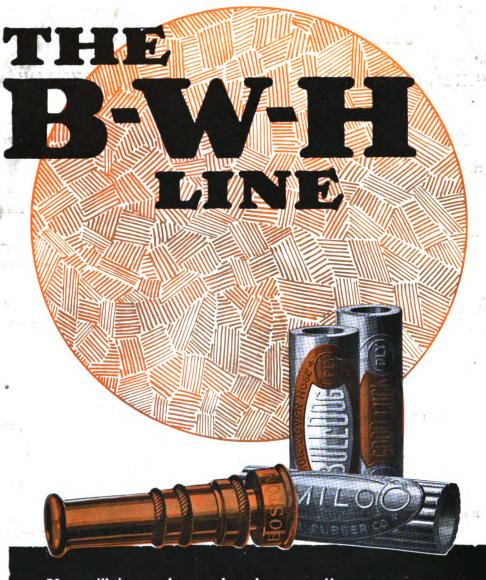


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